A Community Resource for Employment, Education and Enrichment

Winter 2010

Volume 12 • Issue 3

CareerFocus™

Your next job ISN'T ONLINE

Is age holding you back? Or attitude?

Second chance at a FIRST-RATE CAREER

Liberal Arts expands your options

Say NO to corporate life

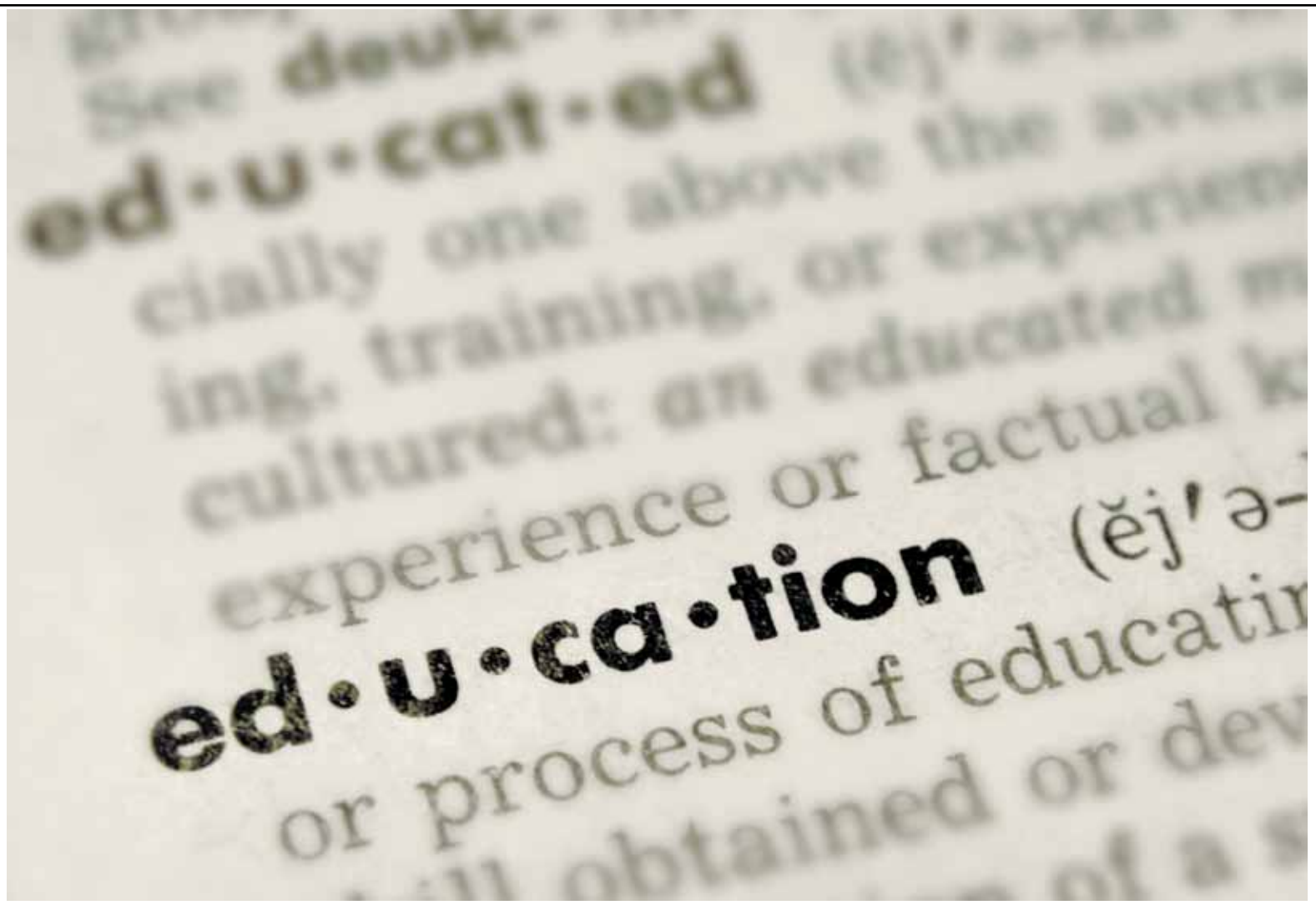
Should YOU be the boss?

WINDS OF CHANGE create new opportunities

Make the most of college in mid-life

Robin Franco turned a layoff into a new start

Washtenaw Community College



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CareerFocus™

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On the cover: Robin Franco plans to make social work her next career.

"We know that in the coming years, jobs requiring at least an associate degree are projected to grow twice as fast as jobs requiring no college experience. We will not fill those jobs–or even keep those jobs here in America–without the training offered by community colleges."

President Barack Obama
speaking at Macomb Community College
July 14, 2009

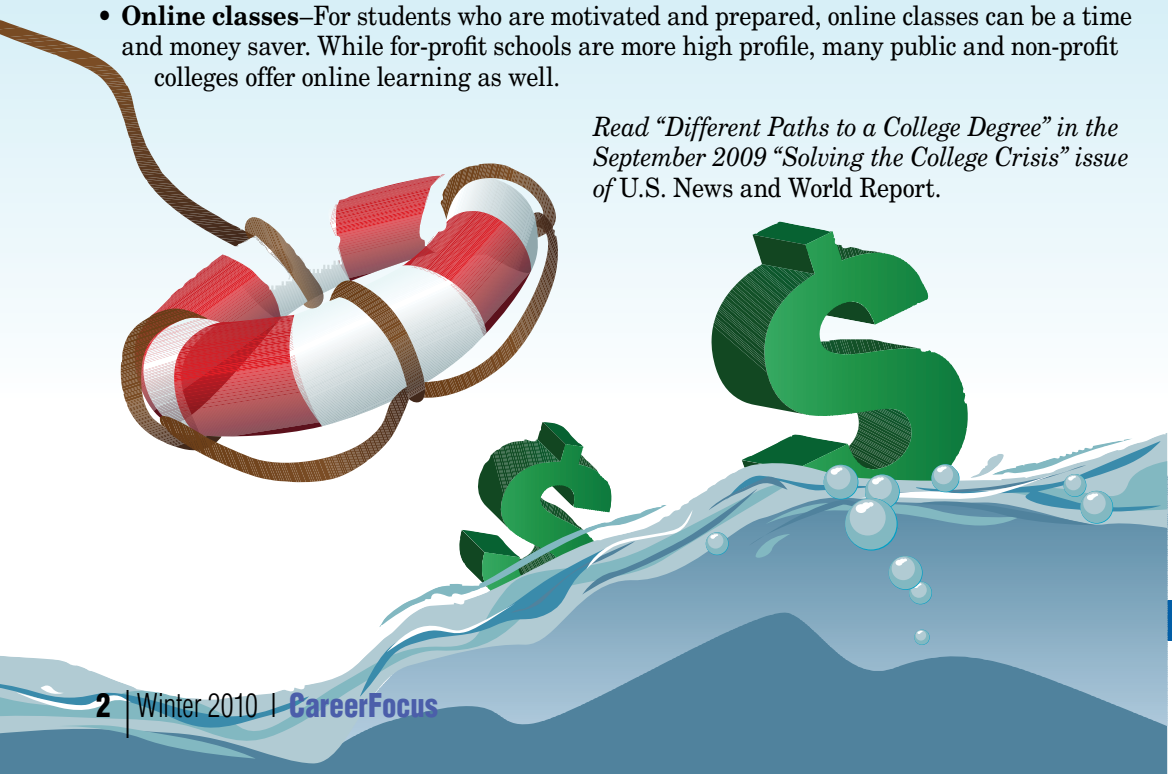
Facts AND Finds

Cutting the Cost of College

Blame it on the recession–family budgets are tight; federal and state dollars are in short supply; and private donations are down. Yet a college education is still the best path to a good job. **So more colleges are coming up with innovative ways to get students the education they need at a lower cost.** Some new and old cost cutting strategies are:

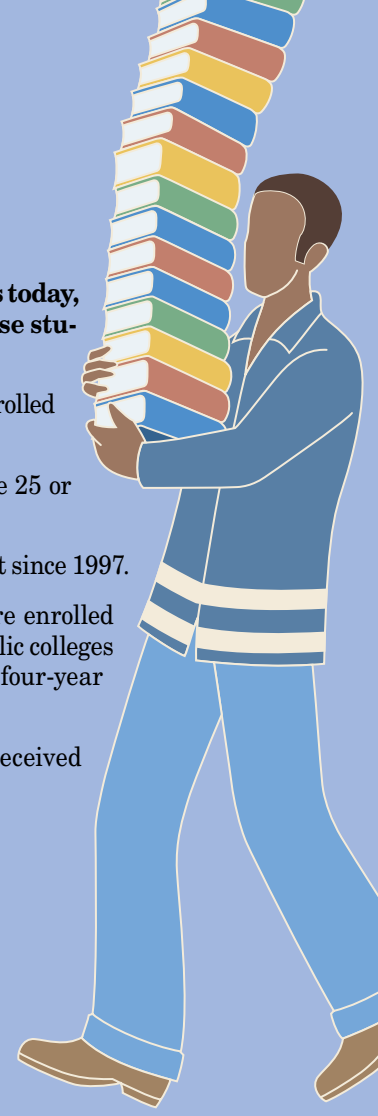
- **Three-year bachelor's degrees** – Some colleges have discovered how to graduate students in three years–and cut their tuition bill–by instituting intensive courses and year-round studies.
- **Work colleges**–It's an old idea that's attracting new attention; some colleges keep expenses down by requiring students to work in exchange for room and board or tuition.
- **No frills**–If you could get a first-class education without the fancy dorm, landscaped campus or posh amenities, would you take it? Some colleges have opened no-frills campuses where student pay lower tuition rates than they would at an upscale campus.
- **Community college** –Community colleges' two-year transfer programs are attracting more students not just because of their low cost but because of their high quality, innovative programs. Maybe that's why enrollments have risen 30 percent since 2000.
- **Online classes**–For students who are motivated and prepared, online classes can be a time and money saver. While for-profit schools are more high profile, many public and non-profit colleges offer online learning as well.

Read "Different Paths to a College Degree" in the September 2009 "Solving the College Crisis" issue of U.S. News and World Report.



College Today

With over 18 million people in U.S. colleges today, you might be surprised to learn who these students are and what they're doing.



- 38.8 percent of all 18- to 24-year-olds are enrolled in college.
- 36.8 percent of all college students are age 25 or older.
- College enrollment has increased 28 percent since 1997.
- Over 6 million undergraduate students are enrolled at public two-year colleges, 7 million at public colleges and universities and 4 million at private four-year institutions.
- The percentage of college students who received "Mostly A's" in their classes:
  - 24 percent at for-profit colleges
  - 18 percent at private four-year colleges
  - 17 percent at public two-year colleges
  - 12 percent at public four-year colleges.
- Average undergraduate tuition and fees:
  - $2,063 at two-year public colleges
  - $5,950 at four-year public colleges
  - $21,588 at four-year private colleges.
- 71 percent of private four-year college students, 61 percent of public four-year college students and 37 percent of two-year public college students graduate with student-loan debt.
- The average amount of student loan debt is $20,891 for private college graduates, $19,839 for four-year public college graduates and $10,444 for two-year public college graduates.

From The Chronicle of Higher Education *"Almanac 2009-10", Aug. 28, 2009*

College Raises Women's Wages

One important reason why women make more money today than they did 30 years ago is that they have more education. In 1979 when women made just 62 percent as much as men only 45 percent were high school graduates and 35 percent had any college education.

But by 2008, women were making 80 percent as much as men and 93 percent had a high school degree and 66 percent had some college. That pay gap between men and women varies widely among age groups too. Among people age 35 and older women earn just 75 percent as much as men. Among people 25 to 34 years old, women earn 89 percent as much as men, and for 16- to 24-year-olds, it's 91 percent.

From the Bureau of Labor Statistics, The Editors Desk July 31 2009, "Women's-to-men's earnings ratio, 1979-2008" CF

Who Are You Calling Old?

Is it age or attitude holding you back?

By Vickie Elmer

Old, slow, inflexible and worst of all, technologically obsolete. That's one stereotype of older workers.

Here's another: vibrant, adaptable, dependable and wise.

If you're a worker over 40, you can decide which you want be.

If you concentrate on your confidence and wisdom, and your expertise and energy, your gray hairs won't scare off employers. They may even help your credibility–as long as you hold the firm belief that you have incredible talents and experience that will be valuable, whether your next boss is 27 or 72.

That's right, age can be an advantage on the job–or in a job hunt. Adjust your outlook; update your attire; disregard age discrimination cases; overlook the "overqualified" label, and you will have tools to turn your years of experience into an asset.

Consider these role models who offer strategic advice that is relevant to almost anyone whose career needs recharging.

Play up your strengths

"I feel like I'm just hitting my stride," says Jacquelyn James, 62, codirector of Boston College's Sloan Center on Aging & Work. She appreciates the students and other young people with whom she works–and shares her depth of experience. "I learn so much from them," she says. That attitude is important to staying connected and sharpening skills.

Many people, especially women like James who stayed home to raise children, are still "gaining altitude" in their 50s and 60s.

James leads an "Engaged as We Age" initiative to study successful aging and help overcome the negative perceptions of older people. She's hoping the campaign, will encourage baby boomers to address their own ageist thinking.

James' advice to workers and job hunters is to play to your strengths and to play up the perceived strengths of older workers Among them are a "serious work ethic, dependability, superior customer service skills"–and of course the maturity to handle difficulties, dramas and setbacks.

Stay current

"I do everything possible to keep myself up. The word is high energy," says Carol Janse, who's over 50 and believes first impressions are very important. After 25 years as a nurse and nursing supervisor, Janse went into business for herself. She started a company in life care planning and became an expert witness in health care cases–a career that requires her professionalism, confidence, knowledge and vitality.

"When attorneys call, it takes them three seconds to know that I know what I'm talking about," saysJanse, who is based in Diamond Bar, Calif.

Her advice: "Believe in yourself, and really work it." And: "Whatever your dream is, do it. Don't let anything hold you back–certainly not your age."

Build a positive image

"Too many people think about the negatives instead of their advantages," says Gail Geary, an Atlanta career counselor and author of *Your Next Career: Do What You've Always Wanted to Do*. She conducts seminars on using age as an advantage in job searches and helps participants to "identify their strengths–what they really do have to offer that a 30-year-old doesn't."

Start by building up your confidence with a great resume, some supportive friends and a great professional photograph of yourself. "It's important that we regard everything we do as a sales promotion–from the way we do our resume to the way we present ourselves," she says.

Appearances make a powerful impression, so look current in your haircut and glasses. Build your self-esteem. And show your adaptability and "wisdom of experience" in every part of your life. Says Geary, "You want to be accepted for your background, your accomplishments and your strengths–and you don't mind if people miss it (your age) by 10 years." She's in the boomer generation but doesn't disclose her exact age.

She believes older workers "build on past success in a new field" or in returning to college by using adaptability and discipline to take on new challenges. She switched careers several times, moving from teaching English to working as a sales executive to career counseling. Now she often meets clients in "a very nice club." Yet when a twentysomething client suggests a Starbucks, she heads there.

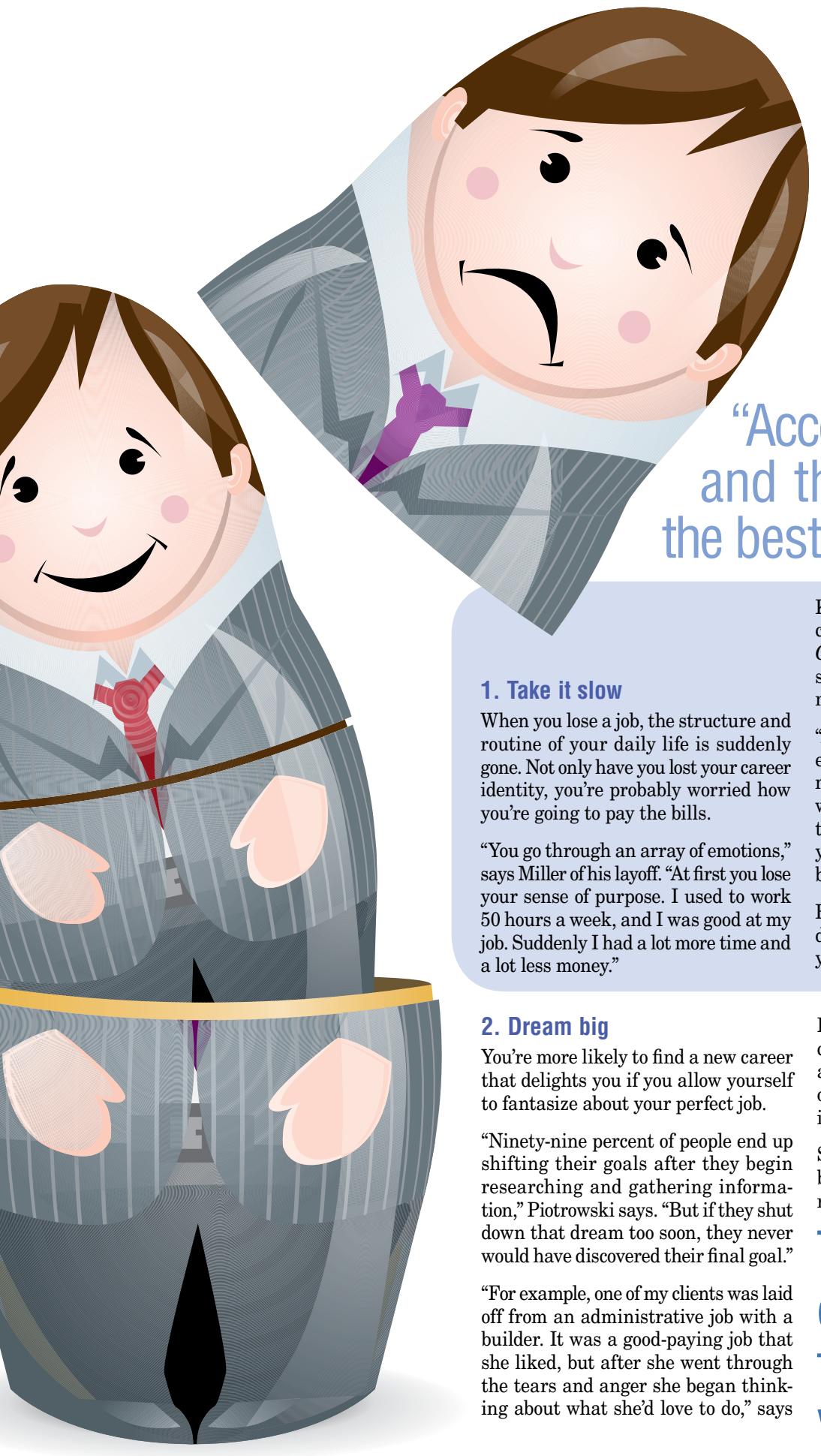
The bottom line for anyone in their prime years: Exercise and a good diet matter, so do great friends. Stay current in your profession with training, computer skills and ideas. Balance your maturity and experience with enthusiasm and adaptability. And quit using your gray hairs as an excuse to slow your career journey. **CF**

If you concentrate on your confidence and wisdom, and your expertise and energy, your gray hairs won't scare off employers.

Career Watch

Get It Right THE SECOND TIME

Make your next career your best career



By Laura Lyjak Crawford

I don't think anyone should assume that they won't have to find a new career at some point," says Robert Miller. He should know, after 20 years as a Teamster's truck driver, he was in his mid-40s when he was laid off. Now he's retraining for a new career in biomedical engineering technology at Schoolcraft College in Livonia, Mich.

Miller has plenty of company too. Today the average worker will change jobs 10 times by the age of 38–and probably even more times than that over a lifetime.

Whether your career move is by choice or because of a layoff, taking the time to plan the next step can mean the difference between finding a job that makes you really happy and one that just pays the bills. Reviewing your options first will equip you to make better choices than you would if you dived straight into the help wanted ads.

"Accept that you're in a transition period, and that you need time to figure out the best move."

1. Take it slow

When you lose a job, the structure and routine of your daily life is suddenly gone. Not only have you lost your career identity, you're probably worried how you're going to pay the bills.

"You go through an array of emotions," says Miller of his layoff. "At first you lose your sense of purpose. I used to work 50 hours a week, and I was good at my job. Suddenly I had a lot more time and a lot less money."

Katy Piotrowski a Denver-area career counselor and author of *The Career Coward's Guide to Changing Careers* says you may not be in any condition to make good choices for a while.

"As a rule of thumb, I estimate that every year you spend in a career, you'll need a month to reach the point in which you can embrace a new opportunity. If you were in a career for 20 years, it can take 20 months to really be ready for the next thing."

However, that doesn't mean you should do nothing. Keeping a journal about your job loss can speed up the recovery, Piotrowski says, so write about what you're going through.

And if you have to take a less-than-ideal interim job to pay the bills, don't sweat it. Just getting out and working will keep you in touch with the world and moving toward your end goal.

"Accept that you're in a transition period, and that you need time to figure out the best move," she says. "Give yourself permission to try things out and acknowledge that you don't have all the answers yet."

2. Dream big

You're more likely to find a new career that delights you if you allow yourself to fantasize about your perfect job.

"Ninety-nine percent of people end up shifting their goals after they begin researching and gathering information," Piotrowski says. "But if they shut down that dream too soon, they never would have discovered their final goal."

"For example, one of my clients was laid off from an administrative job with a builder. It was a good-paying job that she liked, but after she went through the tears and anger she began thinking about what she'd love to do," says Piotrowski. While she loved food and cooking and was interested in sustainable agriculture, she couldn't figure out how she could turn those things into a job.

So she began talking to everyone in businesses related to her interests, researching ideas and interviewing people about their work. Eventually she found a job with a community-supported agriculture group coordinating sales of organic produce to local restaurants and organizing cooking classes. This was a job she never knew existed and would never have found had she

This was a job she never knew existed and would never have found had she not started out with a dream rather than a plan.

3. Learn about yourself

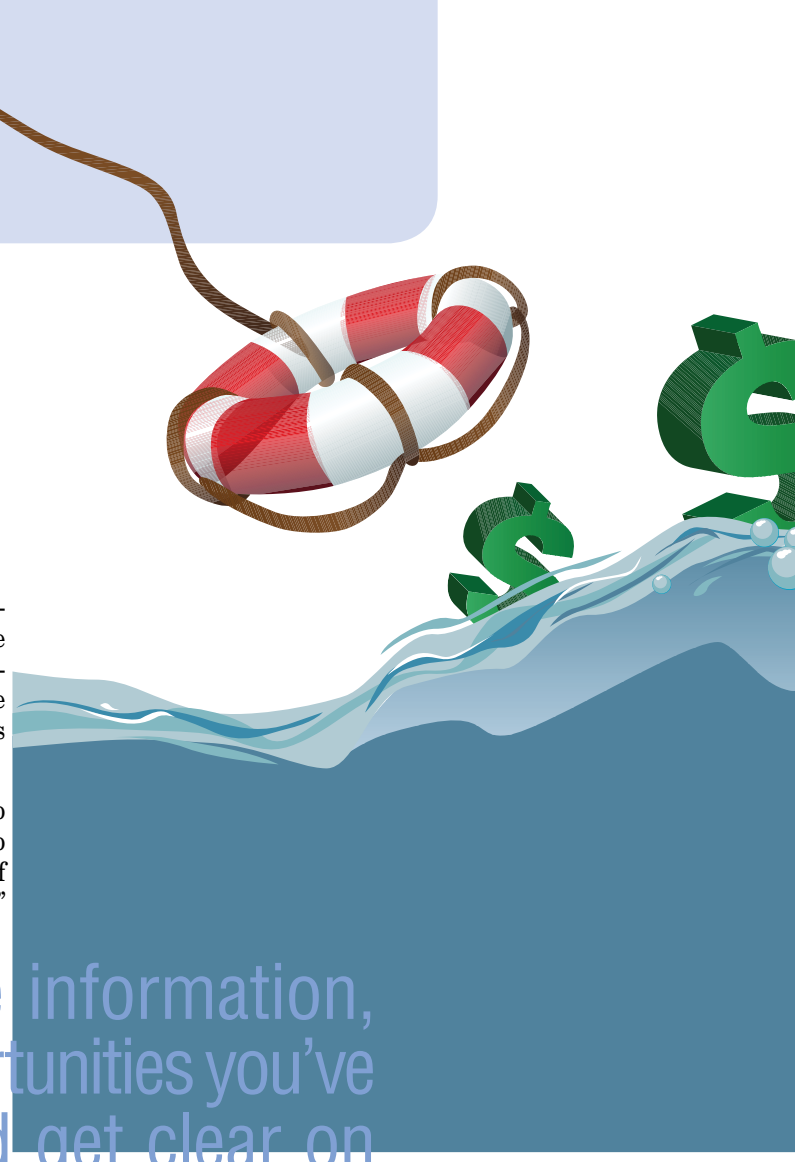
While most people enjoy dreaming about a new career, many are terrified of the process of getting there. After all, it can be difficult; you may have to acquire new skills, or take a pay cut, or prove yourself all over again.

Carl Wellenstein a Los Angeles Calif. career coach who specializes in working with mid-life career changers and is the author of *12 Steps to a New Career* helps his clients overcome some of those fears by asking them to tell him "achievement stories," the stories of their successes–both small and large. The stories help them identify their strengths and how those strengths transfer to new jobs. "If clients begin this process with low self-esteem, by the end of it they're energized and enthusiastic," he says.

"You can't take charge of your career unless you know who you are, what you want and where you're going," he adds.

One of the advantages of a career search in mid-life is that you now have a better sense of your values and priorities than you had starting out in your 20s. You're more likely to recognize that your happiness at work affects your entire life.

Robert Miller knew that he wanted to find a job that fit his skills and interests. He initially considered jobs in healthcare because the field offers plenty of opportunities and job stability. "My girlfriend suggested nursing, but I just didn't think I'd be good at that," he says. "But because I like repairing things and working on my own, it made sense to pick a career in which I can use my talents working on medical equipment."



"You can't take charge of your career unless you know who you are, what you want and where you're going."

4. Investigate your options

Once you've identified your skills and thought hard about what you'd love to do, it's time to cross-check your perceptions with reality.

Get out and talk to people in the businesses you're interested in, try a few projects, volunteer, intern, take a class, and experience what it's like to do what you've been dreaming.

"Your idea of what's out there will change with this kind of interaction," says Piotrowski. By gathering real-life information, you'll learn about opportunities you've never considered and get clear on your preferences and priorities.

She also recommends "practice projects" in which you try your hand at the job on your own time. Interested in construction? Start by building something small. Considering photography? Get out your camera. See yourself as a social worker? Spend some time volunteering.

You'll get a much better sense of what you like and what you don't like if you talk to professionals and visit their workplace.

Wellenstein gives the example of a podiatrist who started out believing he wanted to be a veterinarian. While both professions use similar skill sets, he realized the day-to-day of veterinary medicine wasn't for him, while the detailed focus of podiatry was a good fit.

"It's not just important to talk to people in the profession but to also SEE what they do and get an idea if you can see yourself doing that too."

By gathering real-life information, you'll learn about opportunities you've never considered and get clear on your preferences and priorities.

5. Get realistic

"I never thought I'd be going back to school in my 40s," says Miller. "I felt competent in my old job and now I'm challenged with learning new things. It's not exactly comfortable, although in the long term it's probably good."

If you do have to go back to school, says Piotrowski, you may be surprised to find that it's not as complicated as you first thought. "I find that about 25 percent of career-changers have to get extensive training such as a certificate or a degree, but many people can take a few classes to get up to speed."

Although starting over in an entirely new profession may mean taking a pay cut–at least initially, says Piotrowski, "Most people are back to earning as much or more with a couple of years," she says.

Miller acknowledges that one of the reasons he chose his field was the pay. "It's almost as much as I used to make. My two goals were financial stability and a marketable skill." CF

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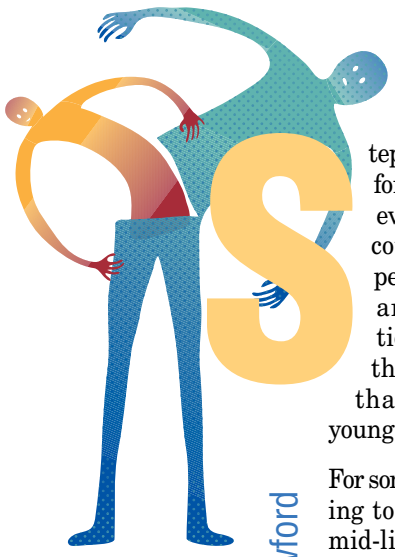
Feature

Transitions and Transformations

Mid-life students reshape life through EDUCATION



By Laura Lyjak Crawford

Stepping back in the classroom for the first time in 10, 20 or even 30 years can take a lot of courage. Although nearly 37 percentage of college students are considered "non-traditional," that is over age 25, there's still a perception that college is for the young and carefree.

For some students returning to the classroom in mid-life is an opportunity to finally realize their dream of a college education. Others take on the challenge only after a job loss and a growing realization that finding a new job means acquiring new skills. Either way, accepting the change and upheaval that comes with a major life transition such as this can be trying.

Just ask Jill Beauchamp, who teaches a class at WCC in career planning specifically for mid-life workers who are returning to college, "Every person has a different story, but I see the whole range of reactions from pessimism to optimism to resignation."

"I love what I'm learning. Going to college has really opened things up for me."

While many mid-life career changers feel that they're at a disadvantage compared to younger students, in many ways they have an advantage. They know about the value of hard work, discipline and delayed gratification.

The education she always wanted

At age 51, Robin Franco was excited about finally going to college. She was laid off when her employer, Metaldyne, shut down its Michigan operations, and she qualified for retraining funds that made it possible to get the college education she'd always wanted. "My first day at WCC was the happiest day of my life," she says.

"I made good money in my last job and it provided for my family but standing eight to 12 hours a day was taking a toll on my health. I'd dreamed of being a social worker since I was 19 and I finally was going to get a chance."

Despite her excitement she felt apprehension too, "I'd been told in high school that I 'wasn't college material,' because of learning disabilities so I was terrified of failing," she says. At WCC's Learning Support Services she acquired documentation for her disabilities that qualified her for extra support in the classroom.

Today she's completed two semesters on the deans list, thanks to her own persistence and to the support services she found at WCC. "I was fortunate that my WCC counselor directed me to many of the resources I needed," she says.

Now in her second year she hopes to transfer to Eastern Michigan University next fall. "I love what I'm learning. Going to college has really opened things up for me." CF

Marvin Wagner

Exploring the next step

College was the farthest thing from Marvin Wagner's mind when he lost his job in November 2007 at the age of 52. After seven years as a sales representative with a printing company, his employer closed its doors, and he began job hunting.

"I sent out 75 resumes a month for about six months," he says, but no luck. "It was the beginning of the recession and as time went by I saw fewer and fewer jobs listed in the news and more and more people unemployed."

Wagner had also run his own small business for 16 years, so he felt like he had a lot to offer employers, "I kept being told I was overqualified," he says. "An interviewer once asked me why a guy with my skills and experience didn't have a job yet. I didn't know how to answer that."

His wife suggested he try college since she had recently returned to school for a bachelor's and master's degree in elementary education and just started a new teaching job.

Wagner began by making an appointment with WCC's Employment Services and discussed his options with an advisor. He also worked with a WCC counselor, taking interest, skills and personality tests to help him determine which careers would be a good fit.

He is now in his second semester, enrolled in general classes such as English composition and psychology, and he recently started a new retail job to bring in a little cash. "I like the job, but by going back to school I hope to find something that will bring me a better wage in a new field. I want a degree to help me in the future job market.

"I still haven't decided what kind of degree to pursue. Eventually I'll figure out what I'm meant to do." CF

LLC

How to THRIVE in the New Economy

Education and adaptability will take you a long way

For 46 years my father made his living at several Chrysler Detroit-area assembly plants. His job enabled him to provide a comfortable living for our family of five that included health care, family vacations, college education for his three sons and a secure retirement.

For much of the last century, families like ours lived well by working in the auto factories and related industries of southeastern Michigan, but those days of high pay and benefits for unskilled and low-skilled labor are quickly coming to a close.

Throughout history, certain major turning points have shifted the way whole societies live and work. The creation of the printing press made information and knowledge accessible to the masses and changed the course of educational history. The Industrial Revolution applied the muscle of machines instead of the muscle of man in the production of human necessities. The information age created radio, television and now the Internet, while computers put control of our needs and wants at our fingertips.

Expect change

We are now at another point in history when everything is changing, and although no one really knows what the work world will look like in the next five, 10 or 25 years, nearly everyone agrees that it will be very different than it is today.

In factories, manufacturing will be controlled by machine-computer interface, and unskilled and semi-skilled workers will diminish dramatically. Workers with skills that cannot be outsourced will be in demand. Job security will depend more on an individual's adaptability rather than on life-long employment with a single organization.

At Washtenaw Community College, we recognize that students are struggling with the question, "What should I do to prepare for the future?" Of the more than 4,000 new students who began this fall semester, the vast majority came to us with the very same question, "What program should I take?"

Passion still matters

There is no single answer to that question; it varies for every individual. Simply picking a program, checking off your courses and getting a degree or certificate is not the answer. However, selecting an area of concentration for which you have a passion is important.

"Job security will depend more on an individual's adaptability rather than on life-long employment with a single organization."

In addition to that, solid communication skills, both written and oral, solid analytical and math skills and computer skills are all critical. These are the foundations on which you will build your success.

Students today should plan to build on a set of skills that will enable them to grow and adapt to the ever-changing employment environment. It is likely that each and every individual will change careers numerous times throughout his or her working life. The ability to adapt, acquire new skills, and meet new demands will be key to success.

A commitment to your field of interest, whether it be the vocational trades, the creative and visual arts, computer technology, health professions or business, combined with the adaptability acquired through those broad-based fundamentals will, in fact, be key to your future.

I continue to believe that the future will be exciting and generous for those individuals who dedicate themselves to hard work, bring passion to their chosen field, and become self-initiated, independent learners. **CF**

Dr. Larry Whitworth is president of Washtenaw Community College.

Don't Worry, We Have Your Back

WCC support services help students succeed

WCC students don't have to go it alone when classes get tough, life gets stressful or resources are thin. WCC offers numerous services to help students succeed. Knowing when to take advantage of these can be the key to academic success and a new career.

Academic Help

Tutoring and study groups

WCC offers one-on-one tutoring for all credit students through Learning Support Services. And if you're in a tough class like chemistry or physics, Learning Support Services also offers formal study groups led by experienced students.

Learning disability services

Learning disabilities don't have to get in the way of academic success. WCC's Learning Support Services will diagnose and document disabilities so that students can qualify for extra support in the classroom.

Math Resource Center

When your math homework is a puzzle you just can't solve, make a trip to the Math Resource Center for extra help; it's open six days a week.

Writing Center

WCC knows that good writing skills are critical to success in college, that's why the Writing Center is open to all students who want help with their papers and writing assignments.

Academic Skills courses

If you'd like to improve your study habits and skills, Academic Skills classes can help you reach your academic goals. One course specifically geared for students who want to jump-start their academic success is the Student Success Seminar, ACS 095.

Developmental classes

When you're not quite ready for college-level courses, WCC offers reviews of the basic skills in reading, writing and math to prepare you for more advanced classes.

Advice and Support

Student Resource and Women's Center

If you're stressed because of family responsibilities or economic hardships, SRWC could be the resource you're looking for. You'll find academic advising, career advising, workshops, educational and childcare grants and referrals to outside agencies and community organizations.

Counseling and Advising

WCC offers one-on-one help with academic, career and personal advising whether you need guidance with your courses or your career, or you need help with a rough spot in your personal life.

Support groups

WCC's Employment Services and SRWC co-sponsor a weekly support group for WCC students coping with career change in mid-life. Together students address job loss, financial challenges and the stresses of building a new career.

Career Planning

Employment Services

Whether you're searching for a job or planning a career path, Employment Services can help with resume writing, interviewing skills and job search techniques. You'll find one-on-one counseling, workshops and career fairs to help you locate employment.

CareerFocus Café

This online companion to CareerFocus magazine provides a wealth of resources for career-seekers and college students. Get the latest news about what's what in the job market, research career fields and find answers to your workplace dilemmas. Visit CareerFocus Café at www.careerfocuscafe.com/washtenaw **CF**

Feature

Out There?

Why it's a mistake to limit your job search to the Internet

By James Militzer

In many ways, Amazon.com's recent job fair looked like a typical event. Applicants lined up to network with recruiters in a well-lit room. Résumés were exchanged and follow-up interviews scheduled. But every now and then, someone would spontaneously float to the ceiling.

The job fair took place in the online world Second Life, and the participants were interacting in the form of avatars – virtual characters they manipulated through their computers. In spite of accidental levitation and other technical mishaps, virtual career events have become increasingly common. Along with resume blasters, online job boards and networking sites like LinkedIn and Facebook, they're another sign of the Internet's growing importance as a job-hunting tool.

"Answering ads online, sending out blind resumes to companies and applying for positions all day long on the Internet is a fool's game."

In fact, now that they can reach millions of employers with the click of a mouse, job seekers may wonder if offline networking is still necessary.

"Absolutely," says Ford R. Myers, career expert and author of *Get the Job You Want, Even When No One's Hiring*. "There is no better way to make progress in your job search than to have personal connections with people in your network. If you send out things cold to a large group of people who you don't know, the response rate is so infinitesimally small that it's practically nonexistent. So answering ads online, sending out blind resumes to companies and applying for positions all day long on the Internet is a fool's game. It has no productivity, no response rate, and no success."

Jason Alba, social media expert and CEO of jibberjobber.com, agrees that networking is key–but he believes it needs an online component. "Having a profile on Linkedin is absolutely critical, because the people you need to be in front of–HR recruiters, hiring managers, business owners, decision makers–are using it to some degree," he says. "If you're going into a niche profession or industry, you should also find the Web sites that are specific to it, and start getting involved there as much as you can. And you can start to make a name for yourself as an expert in your field by starting a blog that's centered around your profession." Since blogs are updated regularly, he says, search engines rank them higher, and they're more likely to be seen by employers and recruiters.

Get Real

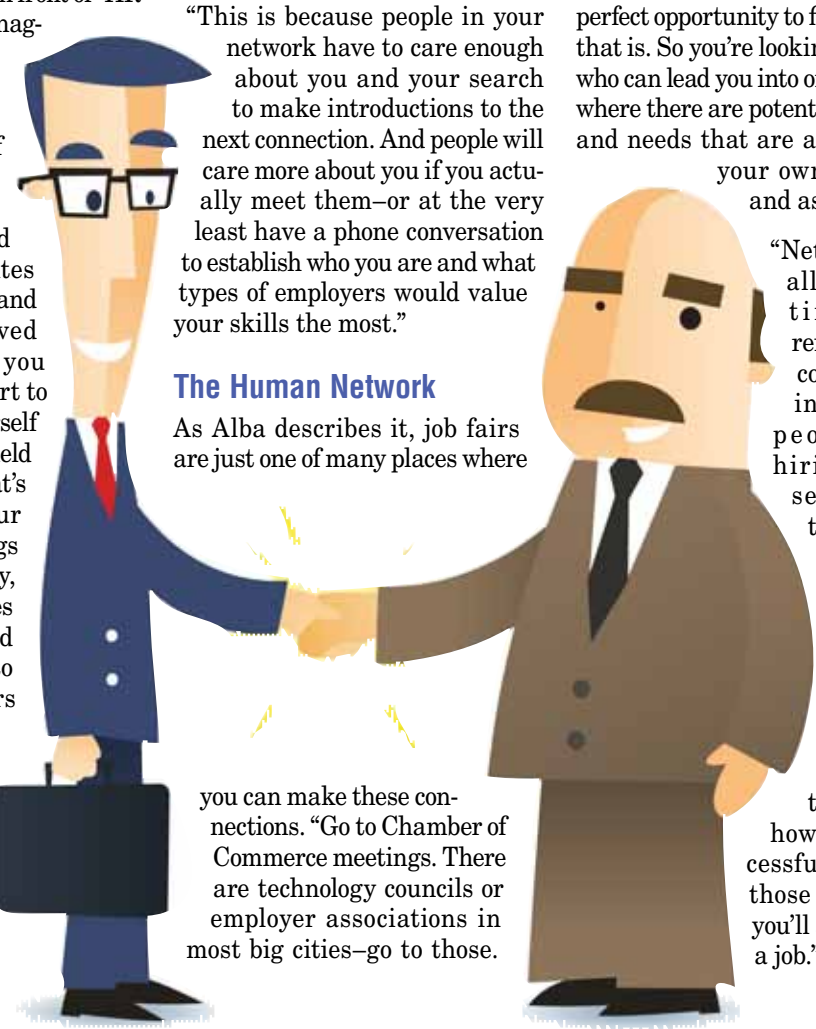
But though the Internet offers many networking tools, Alba advises job seekers not to depend on it exclusively. "I discounted face-to-face networking for the first couple months of my job search, and it was a complete failure. I sent out as many resumes as I could, but I didn't get any interview requests because I was not able to establish any deep and meaningful relationships. So you might start making contacts online, but it makes sense for you to eventually go offline and actually meet people on a different level."

According to Duncan Mathison, career counselor and coauthor of *Unlock the Hidden Job Market*, the depth of your relationships with your contacts can make or break your network. "We have all heard that there is an average of six degrees of separation between people," he says. "But research shows that the vast majority of job search networks die after two degrees of separation–a friend of a friend.

"This is because people in your network have to care enough about you and your search to make introductions to the next connection. And people will care more about you if you actually meet them–or at the very least have a phone conversation to establish who you are and what types of employers would value your skills the most."

The Human Network

As Alba describes it, job fairs are just one of many places where you can make these connections. "Go to Chamber of Commerce meetings. There are technology councils or employer associations in most big cities–go to those.



But no matter where you do it, one of the key things with networking is the concept of following up. Put your contacts in one central place, where you record who you talked to, when you talked to them, and what you talked about. Let your connections know what you need, and ask them specifically, 'Who do you know? Can you give me an introduction?' Getting an introduction to somebody is far more powerful than doing a cold contact."

Myers agrees, but he cautions that job seekers shouldn't view networking merely as a pathway towards the boss or hiring manager. "The main reason to get a networking meeting is so you can find out what a company's needs and challenges really are," he says.

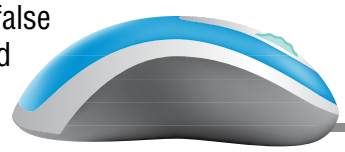
"Employers couldn't care less about the fact that you're unemployed. All they care about is what you can do for them, and networking is the perfect opportunity to find out what that is. So you're looking for people who can lead you into organizations where there are potential problems and needs that are aligned with your own strengths and assets.

"Networking is all about getting warm referrals, communicating with the people with hiring power, seeing what they want, and finding ways to give it to them," he says. "Uncover an employer's needs, then show how you'll successfully address those needs, and you'll always have a job." CF

Test Your Networking Know-how

Smart job seekers know when to put down the mouse

The Internet can be a convenient tool in your job search, or it can become a crutch that lets you avoid personal encounters. These true/false questions will help you use on and offline networking effectively.



1 The most efficient way to job hunt online is to post your resume and respond to positions advertised on job boards.

- ☐ TRUE
- ☐ FALSE

2 You should resist the urge to write in informal texting style when networking online.

- ☐ TRUE
- ☐ FALSE

3 The first thing you should ask in a networking meeting is, "Do you know of any available jobs?"

- ☐ TRUE
- ☐ FALSE

4 It's important to control your online brand.

- ☐ TRUE
- ☐ FALSE

5 If you're not comfortable interacting in face-to-face encounters, you should avoid them and stick to online networking.

- ☐ TRUE
- ☐ FALSE

6 If you network by e-mail, it's more efficient to send general messages to multiple contacts instead of personal messages to individuals.

- ☐ TRUE
- ☐ FALSE

7 While networking, you should avoid specifying which type of job you're looking for, in case an employer has a different position available.

- ☐ TRUE
- ☐ FALSE

By James Militzer

The Answers

1 FALSE: "One of job seekers' biggest mistakes is that they're sitting behind a computer sending out resumes to Monster.com and then passively waiting by the phone," says Myers. "The percentage of my clients who find their jobs that way is less than one percent." Instead, he says, you should use the Internet mainly to research companies and to arrange and conduct personal networking encounters.

2 TRUE: Online communication should be concise, but that doesn't mean "OMG R U hiring?? ;-)" is an appropriate networking message. "Sending emoticons or abbreviated writing right off the bat sends kind of a sloppy message," Alba says. "And remember that in written communication, it's hard to discern that someone is joking. So if you use humor, it's really easy to screw up your intentions."

3 FALSE: "People need to stop acting like job applicants, and start acting like solution providers," Myers says. "It's not about you. If you start by saying, 'I need a job, I want more career growth, blah, blah, blah,' you've got it completely backwards. What you should be talking about is what you can contribute to the employer, starting on day one."

4 TRUE: Alba recommends that all job seekers google their names, to see what other people can learn about them online. "If you find a Facebook profile or a Twitter tweet full of foul language or inappropriate conversation, is that the message you want to put in front of a prospective employer?" Fortunately, he says there's a remedy for an embarrassing Internet history. "If it's stuff like Facebook pictures, stuff you have control of, just take them down. But if it's stuff you don't have control of, start a professional blog; blog every single day, and make sure you put your name in the blog posts. Those posts will start appearing towards the top of the Google search results, and they'll push the junk down."

5 FALSE: On the contrary, Mathison says, you should do even more face-to-face networking as practice. "These days, job interviews are hard to come by. When they do happen you need to be prepared. Networking conversations give you essential practice in describing who you are and what you do. With practice, you are less likely to say something stupid in a high-stakes job interview."

6 FALSE: "I have had clients who networked effectively through e-mail, but it was very personalized, focused e-mail, not big blast e-mail campaigns," Myers says. "You can get good networking going through personal e-mail, referrals, warm leads and introductions. But when you do get a response, the first thing you say is, 'Can we get together and meet, or can we follow up with a phone call?'"

7 FALSE: According to Mathison, "It is lame to put yourself out there with some general and vague request that you are looking for a job with a stable employer, great benefits and plenty of growth opportunity. We're all looking for that job, and we will take it first before we pass it on to you! Be specific. Help your network help you. They need to know specifically the one or two types of jobs you are looking for, as well as the names of possible employers."

Scoring

6 or 7 right: Your networking skills are solid–use them regularly and your job search will end well.

4 or 5 right: More knowledge could help–try reading some networking books, articles and Web sites.

3 or fewer right: Your networking skills need work–read books, seek guidance from a career coach or counselor, then get out there and start practicing. CF

Keep Your Mind Open

A liberal arts education can expand your options

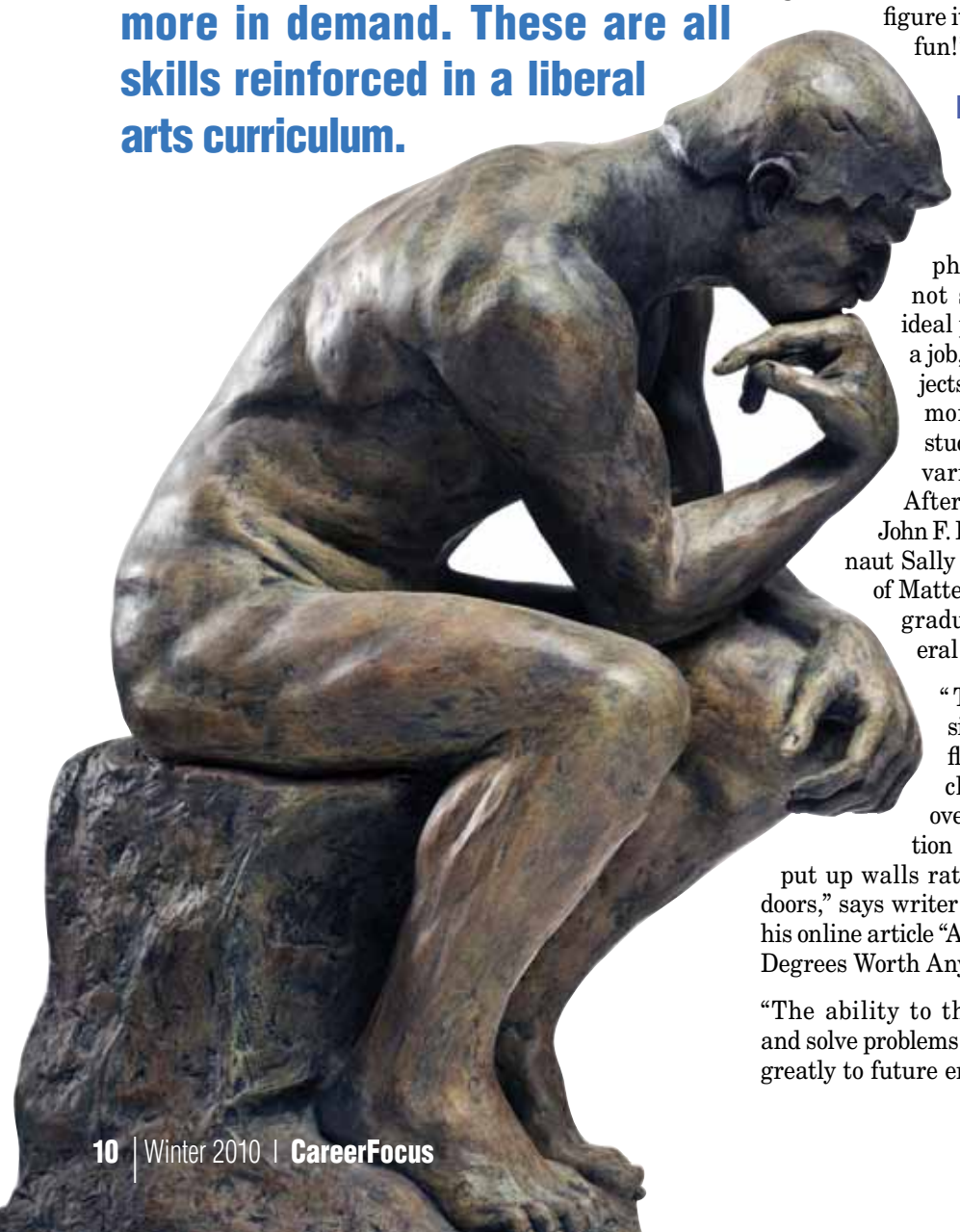
By Eleanor Shelton

In her first semester at the University of Michigan as a math major Melanie Adams realized that she didn't like math so much, but she loved her humanities course in classical civilizations.

"When I told my father that I had changed my major to classical civilizations, his first response was, 'Why on earth would you want to learn about dead people?'" she says.

Eventually she earned her parents' reluctant blessing, switched majors and never looked back. Adams is now working at CFI Group in Ann Arbor interpreting data from customer satisfaction surveys.

People skills, creativity and reasoning abilities will become more in demand. These are all skills reinforced in a liberal arts curriculum.



Too often parents and students hear the message that a liberal arts degree has no value in the workplace, but that just isn't true. It can provide a strong foundation of knowledge and critical thinking skills upon which many a student has built a solid career.

"My classical civilizations classes were the best base for reading, writing and analyzing. We had to process and interpret tons and tons of information. Since everyone we studied was long dead, we couldn't exactly ask them what their writing meant. We had to figure it out and it was fun!" says Adams.

Flexible

Studying English literature, history, humanities or philosophy may not seem like the ideal preparation for a job, but these subjects have prepared more than a few students for a wide variety of careers. After all, President John F. Kennedy, Astronaut Sally Ride and CEO of Mattel Jill Barad all graduated with liberal arts degrees.

"The professional world is so fluid, so rapidly changing, that overspecialization can sometimes put up walls rather than open doors," says writer Jim Pollock in his online article "Are Liberal Arts Degrees Worth Anything?"

"The ability to think critically and solve problems will contribute greatly to future employers," says Linda Gross, associate director of Career Services Network at Michigan State University who happily admits to having degrees in English and Medieval Studies. "If you want to go into something like accounting then you need to have that technical training, but careers are changing so fast that students who have a broad background are going to have many opportunities to be successful."

Adaptable

In his bestselling book *A Whole New Mind* author Daniel Pink foresees a coming conceptual age in which left-brained, technical jobs will increasingly be outsourced or replaced by software, while people skills, creativity and reasoning abilities will become more in demand. These are all skills reinforced in a liberal arts curriculum.

Employers have come to realize that general skills such as writing, speaking, creative thinking, analytical thinking, synthesizing ideas and cross cultural knowledge are invaluable.

"Quite often employers are looking for someone who is sharp, articulate, good at developing productive interpersonal relationships, and good communication skills. The other aspects of the job can be learned. A liberal arts background can really be an asset to a company," says Susan Carlson, president of Manpower Inc. of Southeastern Michigan.

Responsive

Liberal arts majors are often preferred for high-level jobs over non-liberal arts graduates says Katharine Hansen, Ph.D. in an article for the Web site Quintessential Careers. "While the specialized skills that come with other majors may seem to be an advantage, the universality of liberal arts skills truly is your ace in the hole because you are not limited by a specialization."

That's not to say that liberal arts graduates shouldn't find a focus. "In order to get a job today, liberal arts students need to have tested out their classroom learning in the job environment, with internships or at summer jobs," says Gross. "They need to be able to connect the dots between skill sets, classroom learning and outside experience to bring to bear for an employer."

So if you would rather major in classical civilizations than engineering go ahead, it may be the best path to a successful career and happiness.

"If I had to make the choice all over again, I would have gone into classics from the beginning. It is what made me happy," says Adams. CF

Liberal Arts

Explore the World of Ideas

Liberal Arts Transfer program is a fine first step

When Rowan Barrie was in fifth grade she came across a book in the library titled *Herstory* about powerful women throughout history. She devoured it, checking it out of the library time and time again.

"The book changed my life," says Barrie. "It was just so cool to me to read about powerful women. It wove together two of the things I love most, language and history."

That is one of the reasons that she chose to pursue a liberal arts education at WCC. "I never had a doubt that liberal arts was what I wanted to do. I love humanities, I'm a big history dweeb, I think people are fascinating so I really get into psychology," says Barrie.

Barrie isn't alone. The Liberal Arts Transfer program at WCC is one of the most popular concentrations. "It is a flexible option for students who want to transfer but don't yet know what their majors will be," says Diana Clark, Division Counselor for Humanities and Social Sciences.

The Liberal Arts Transfer program also encourages students to explore various areas in the arts and social sciences. The program requires 30 credits selected from English, math, social sciences and natural science but allows for customization of 31 additional liberal arts credits depending on the student's interests.

Students have a range of choices from music and dance to philosophy, French or economics just to name a few. The Liberal Arts Transfer program meets the general education requirements of most colleges and universities. WCC students can work closely with a counselor to craft the right curriculum for the four-year institution they would like to attend.

"I have heard so many positive comments from students. They like our Liberal Arts Transfer program because they can take classes that are taught by actual faculty not teaching assistants as they would often find at a four-year university. It also helps build their confidence before they transfer," says Clark.

Barrie says that her father was skeptical with her choice of a liberal arts degree at first, wanting her to go into something a little more "practical" but her mother, who's a teacher, knows this is what her daughter enjoys.

"I want to be a teacher like my mother and my aunts so the liberal arts background that I'm getting at WCC is perfect." CF

"It's a flexible option for students who want to transfer but don't yet know what their majors will be."

Audra Dochenetz

Wide interests and clear goals

Audra Dochenetz, 28 and a native of Zeeland, Michigan has a clear goal: she wants to be a dentist. So why is she getting an associate's degree in liberal arts at WCC?

"I want to pursue dentistry but I also have outside interests. I'd like to improve the healthcare system and education in impoverished areas of the world. For that I need to understand the world around me, the people, the politics, the culture. That's what I like about liberal arts, I get a breadth of knowledge," says Dochenetz. "It allows me to see dentistry in more ways than just understanding the science of medicine."

Dochenetz takes her goals and her education very seriously. She is the secretary of Phi Theta Kappa, the honor society for two-year colleges, she maintains a 3.75 grade point average as well as working over 20 hours a week as a dental assistant.

"I've always had a lot of compassion for people," explains Dochenetz. "Dental work gives me access to patients. I can volunteer at clinics and feel involved in making their lives better."

With a liberal arts background Dochenetz knows she has options to take her dental career down several different paths—research, education, private practice, politics, or work for a non-governmental organization.

"I have a broad quest for knowledge, and without the environment that WCC provides–the great faculty, the resources and the variety of courses, I wouldn't have access to the possibilities of my ideas," says Dochenetz. CF

Feature

Good-bye Corporate World

Are you crazy to consider SELF-EMPLOYMENT in today's economy?

By Anita LeBlanc

What did you want to grow up to be when you were a kid? Astronaut, fire chief, teacher? It's unlikely "corporate cubicle dweller" was your answer. Yet millions of adults today feel discontent although they have a "good" job with benefits while national unemployment hovers near 10 percent.

Stop feeling guilty, says Pamela Slim, author of *Escape from Cubicle Nation: From Corporate Prisoner to Thriving Entrepreneur.* You're not a misfit; it's the corporate environment that's dysfunctional.

"There have been tremendous changes in large corporations over the last 20 years that have made them difficult places to perform," she says. "Feeling miserable in a politically-charged corporate environment with crazy-making mission statements and 'best practices' is completely reasonable."

Not everyone is cut out to work in large organizations, says Slim. For some, the answer is to strike out on their own, and for others the answer is to strike a balance by becoming free agents who work for a variety of organizations and move on when the work is done.

Jeff Moriarty of Phoenix, Ariz. initially felt he'd found a hand-in-glove career fit with Intel, the world's largest semiconductor chipmaker. "Intel isn't a bad company," says Moriarty.

"I felt it was a cutting-edge organization with lots of opportunity when I started working for them. Over time, I began to feel like I was on a treadmill. I felt I had little chance of having an impact outside the little kingdom I was stationed in.

"I didn't want to leave because I felt safe, but I wasn't happy. The negativity about the economy I'd see on the news made me resist change. Still, I found at the end of each day, I couldn't keep my eyes open. I couldn't see the value in my work."

"You're not a misfit; it's the corporate environment that's dysfunctional."

You are the boss of you

The era of lifetime employment with one company has come to a close, says Slim who counts herself among the estimated 21 million self-employed Americans. Regardless of whether you work as a wage earner in a traditional office setting or at home as a consultant, it's important to think of yourself as self-employed.

With job security becoming a thing of the past, make sure you have the skills, contacts and opportunities to meet marketplace demand and survive. If you don't have these, start getting them because finding your next job may depend on it.

Your skills are your assets

Working for yourself requires you to think differently about yourself. "Don't think about working for yourself in terms of a job title," Slim suggests. "Think about the things you love doing as ingredients that add up to work that's right for you. Do creative or technical development, organizing or motivating others come easy? How do these translate to saleable skills? What were your favorite childhood activities and interests? What summer jobs did you like as a teen? What kind of life do you really want? What are you willing to sacrifice to begin a business that may bring you less money, but lots more satisfaction?" These are the kinds of questions that can help you define what you have to offer clients and employers.

Even when you're clear about what you have to offer, leaving the so-called security of a corporate job can still be scary. You'll have to wrestle what Slim calls the fear of "losing everything and living in a van down by the river." The way to contend with this, she says, is by testing and trying out projects before leaving your day job.

For Moriarty, a turning point came when he wrote a satire about an Intel reorganization on his personal blog. "I had discovered a real passion for social media. It gave me a way to use my computer science education and previous work skills," he says.

While management at the outset didn't appreciate his blog, they couldn't ignore the over 22,000 Intel employees who loved it. Eventually, they made him one of Intel's corporate bloggers. Still, he found himself hungry for autonomy, a hunger that eventually led him to choose self-employment.

Look then leap

If you're serious about going out on your own, you'll need to start by creating a solid business plan. Then give yourself a deadline for leaving the corporate nest to keep you on track. And make sure you get advice from people you trust.

Slim suggests that you find a group of advisors you admire for their professional expertise and personal integrity. You may find them in your community or their names on your bookshelf, favorite blogs and social networking sites.

Choose them not only for their knowledge, but for your comfort level with them. And ask yourself if, when you want to give up, they would be loving and gentle while at the same time pushing you to live up to your highest potential.

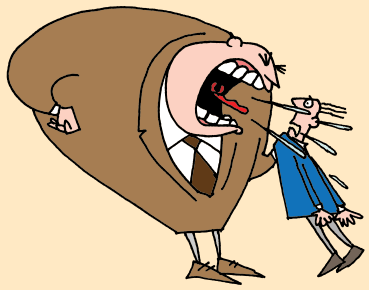
Once Moriarty made the leap he was sure it was the right decision. Now one of the founders of IgnitePhoenix, Improv AZ and the Phoenix Innovation Foundation, he earns his daily bread by helping individuals and large businesses meet their social media challenges.

"My wife and I had a lot of discussions about my leaving Intel and we started economizing. Today, I work harder and make less money. I'm absolutely fine with it because I'm doing what I love. My wife feels her husband is a better guy to get along with." **CF**

Do You REALLY Want to Be the Boss?

Consider the pros and cons before you say yes to management

By Margaret Steen

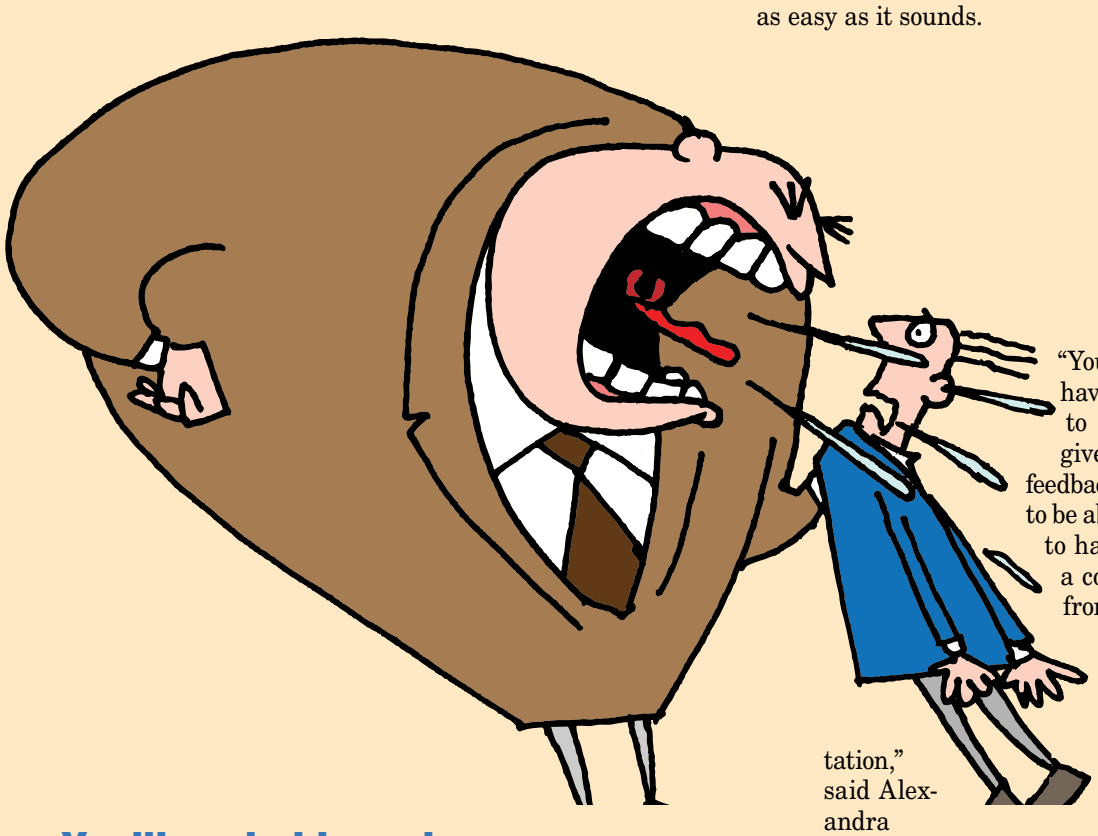


Becoming a manager is a sign of success: It indicates you're good at what you do, and it comes with more money and responsibility.

But before you take a promotion that turns you into a boss, take a clear-headed look at whether management is a good fit for you.

Is this for me?

Yes, you'll probably make more money and will have more control over some things. But you'll also get more responsibility – and changes to your life beyond the office. Some people thrive on this. But for others, management is more of a burden than a blessing.



You'll probably make more money and will have more control over some things. But you'll also get more responsibility – and changes to your life beyond the office.

"When you take a management role, more of the job goes with you when you leave work," says Norm Meshriy, a career counselor and principal of Career Insights in Walnut Creek, Calif. "There's always a lot to think about."

Meshriy and other experts suggest considering how you feel about several areas before making the move to management:

People skills. You land a management job because you're good at what you do. But once you're leading a team, your job is to help others do well. Motivating others–and correcting them when they make mistakes–is not as easy as it sounds.

"You have to give feedback, to be able to have a confrontation," said Alexandra Levit, author of "New Job, New You." You may even have to lay someone off. "Are you ready for that?"

You will have to watch those who work for you fail occasionally and help them learn from the experience.

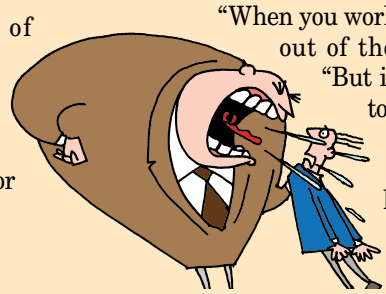
"You need to be able to accept less than perfect work from people who are growing and developing," Meshriy says.

Control. As a manager, you may be able to control some things, like the work schedule for your department. But you won't be in charge of everything–and you'll be responsible for getting your team to go along with decisions that come from above you.

"A lot of people say, 'Oh, you have the power,' but the truth is everybody has a boss," Levit says.

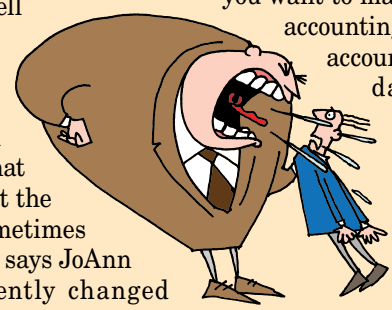
Accountability. You'll get credit when things go well but will also take the blame when they don't.

"Depending on what goes wrong that day when you're at the helm, it could sometimes cost you your job," says JoAnn Frank, who recently changed from an entry-level healthcare job to a supervisory job with a new employer, a New York healthcare organization. Before changing careers, she was a manager in the fashion industry. Frank started her education at Nassau Community College in Garden City, N.Y., and recently got a master's degree. "Management is about accountability, thinking on your feet."



Lifestyle. Some non-management jobs require you to be on call after hours. But in many fields, it's the leap to management that ties you to your Blackberry.

"When you work 9 to 5, at 5 you're out of there," Frank says. "But if something needs to get done and you're in management, sometimes you have to physically stay and perform that task, no matter how long it takes."



If you have never been a manager, how will you know if it's for you? One way is to consider activities–both at work and outside–that involved leadership. Did you run a school club? Manage a project at work? Coordinate volunteers for a charity?

If so, ask yourself, "'Did I enjoy it? Was it fun?'" says Michael Beasley, owner of Career-Crossings in Portola Valley, Calif., and a consultant with Right Management.

How to get there

If you do want to be a manager, the next question is how to get there. You'll increase your chances if you have solid skills in the area you want to manage. If you like accounting, become a good accountant, and someday you may be an accounting manager.

"You need to have some critical knowledge in what it is you're helping manage people to do," says Connie Egelman, coordinator of career development at Nassau Community College.

Meeting with someone who currently does the kind of job you'd like is also helpful, says Ben Weihrauch, career development coordinator at the Community College of Denver. "I encourage them to get it straight from the horse's mouth."

And if you conclude that management isn't for you? Not everyone enjoys the administrative work, the coaching and the politics.

Some companies and some professions have solid career paths for people who aren't managers. Start looking for jobs at companies that offer good opportunities for promotion to non-managers.

"You don't want to be stuck at that bottom level for too many years,"

WCC Programs

Winds of Change

With more energy efficiency comes more job opportunities

By Laura Lyjak Crawford

In Iowa, a recently-closed Maytag appliance manufacturing plant was transformed into a wind turbine facility. Deep in the rust belt, Toledo, Ohio is transforming itself from an auto-centric economy to a hub for the development and manufacturing of solar power, with three major solar players located in the city. Near Detroit, the epicenter of the economic meltdown, an aging auto plant in Wixom, Michigan will soon be transformed into a renewable energy park.

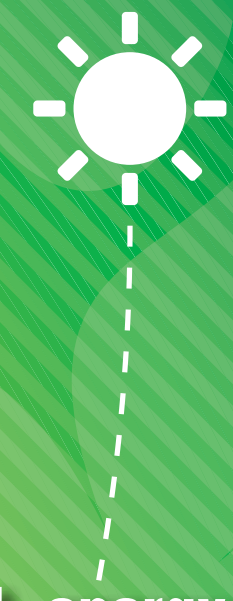
Wind and solar energy generation, while still a small percentage of the country's total output, have grown exponentially in the last five years.

When President Barack Obama spoke at Hudson Valley Community College in Troy, New York this September, he told the audience that innovations in alternative energy production will be key the creation of new jobs and to the return to economic prosperity:

"Historic investments in smart grid, energy efficiency, and renewable technologies like wind, solar, and biofuels will help unleash a wave of ingenuity and progress that creates jobs, grows our economy, and ends our dependence on oil."

Community colleges and universities all over the country are heeding that call with new programs in solar installation, wind turbine maintenance, energy efficiency, sustainable agriculture and environmental science to name just a few. The non-profit Interstate Renewable energy council maintains a list of dozens of institutions offering degrees and certificates in these fields.

A report by the American Solar Energy Association estimates that 37 million jobs will be created in renewable energy and energy efficiency by the year 2030. And these are good jobs with good pay. For example, the Web site Simply Hired puts salaries for solar technicians at an average of $42,000 a year, and wind turbine technicians average about $36,000. CF



"Historic investments in smart grid, energy efficiency, and renewable technologies like wind, solar, and biofuels will help unleash a wave of ingenuity and progress that creates jobs, grows our economy, and ends our dependence on oil."

Zero. Zip. Zilch.

WCC commits to eliminating carbon emissions

In 2007, WCC joined 600 colleges and universities nationwide in a commitment to reduce greenhouse gas emissions when President Larry Whitworth signed the American College and University Presidents' Climate Commitment. All participating colleges make a pledge to reduce their greenhouse gas emissions to zero by a date of their choosing.

"Climate neutral practices aren't just about protecting the environment or avoiding global warming," says Whitworth. "They're sound business, which in the long run will save the college money. Energy costs will continue to rise and if we don't address this now, we'll face consequences later. It's not just the right thing to do, it's the smart thing to do."

As part of the commitment, WCC has already made several changes to reduce carbon emissions. In June, the Board of Trustees approved a policy to purchase only Energy Star rated appliances for the college and also approved a policy to hold all renovation and new building on campus to the minimum standard of LEED silver. LEED is an environmental building standard established by the U.S. Green Building Council that ranks energy efficiency and environmentally sound building practices.

WCC is also taking steps to encourage less automobile commuting by making bus passes available to students and staff for $10 a semester and installing more bicycle racks. "About 40 percent of the college's total carbon footprint comes from commuting," says WCC Instructor Dale Petty who was instrumental in implementing the climate commitment plan. "That means that if half the commuters would bike or take public transportation, we could cut 20 percent of our carbon output instantly." CF

Green Goes with Everything

More WCC programs focus on sustainability

As opportunities for employment increase, WCC is adding classes and degree programs to prepare students for technical and professional positions in the emerging green economy.

HVACR

Most people aren't aware that Heating Ventilation and Air-Conditioning and Refrigeration is a big player in the world of green jobs.

While wind and solar power get all the attention and glamour, energy efficiency is the real star of green building and WCC HVACR students all become experts in efficiency.

Students in the HVACR advanced certificate programs are required to take an energy audit class, which covers testing for energy drains in structures and improving insulation and efficiency.

"We get a lot of interest in this class because of the growing demand for energy audit services, but it's really part of the whole comprehensive program in HVACR," says department head Les Pullins.

The growing interest in sustainable energy sources has also increased the demand for geothermal systems, which use the earth's constant temperature to heat and cool buildings. WCC offers two classes in geothermal technology as part of the Residential HVACR certificate.

Green Building Certificate

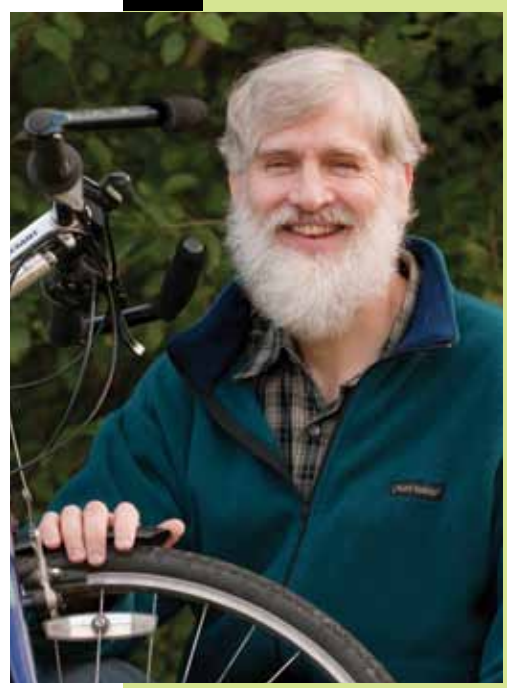
Slated to begin in the Fall of 2010, the green building certificate offered through the Residential Construction Program will take an interdisciplinary approach, covering alternative energy generation–mainly solar and wind, energy audits and efficiency, green building technology and green remodeling techniques.

"But even now," says department head Cristy Lindemann, "All of our classes have a green component with the goal of making students aware of energy efficient materials and technology."

Associate's in Environmental Science

Along with the renovation of WCC's Occupational Education building (see page 16) will come new lab space for an Environmental Science Transfer Associate's Degree slated for 2010. Very similar to the existing math and science transfer degree, this concentration will add two interdisciplinary classes in environmental science addressing topics such as alternative energy, agriculture, conservation and wildlife preservation.

"We're currently talking to professionals in the field and investigating four-year programs that students might transfer to as we design the curriculum," says WCC Dean of Math and Science Marty Showalter. **CF**



Dale Petty

Committed to change

Electronics Instructor Dale Petty's respect for the natural environment runs deep. Last winter he biked to campus for three months through snow and sleet as a participant in a local bike shop's Winter Commuter Challenge. He and his wife have donated 360 acres of Upper Peninsula land to the Little Traverse Conservancy and they spend several weeks there each year monitoring the property, removing invasive species, camping and hiking. And last summer he installed solar panels at home that are now generating almost half of his electricity.

Petty is a driving force behind WCC's Environmental Committee and has taken a lead role in implementing the American College and University President's Climate Commitment (see page 14). "What I like about the Climate Commitment is that it clearly defines what we can do to improve our impact on the environment, and there is a role for students, staff, faculty and for the institution as a whole. Because we're an educational institution, our participation is one more way we can help the whole community learn about becoming sustainable."

Petty earned a master's degree in Clinical Engineering from Case Western Reserve University in Ohio and joined WCC's faculty in 1994 after spending 18 years as a bioengineer at Beaumont Hospital in Royal Oak, Mich.

"I've been a techie since I got my first electric train at age 3 and have been teaching everything from swimming to dulcimer to nature studies to medical instrumentation since high school," says Petty. "I am very grateful for this job where I have the opportunity to use both my technical and soft skills to help others." Currently he teaches essential electrical and electronic principles to students in the Industrial Electronics, Automation Technology and HVACR programs."

Soon he will integrate his commitment to environmental sustainability with his profession when he begins teaching a course in solar and wind generation of electricity as part of the Certificate in Green Building slated to begin Fall 2010.

"I love seeing my students' brains light up when they get that "Aha!" moment and everything comes together. I am looking forward to helping students, staff and faculty have those moments as they make connections between their personal lives, their lives at WCC and their place in the natural world." **CF**

LLC

WCC Programs

Jason Vogel

Cutting edge HVACR

Four years ago when Jason Vogel's boss announced his goal to become "the biggest green builder in Washtenaw County," Vogel recalls, "I thought to myself, what's a green builder?" He was simply enjoying his new job doing carpentry and whatever else needed to be done for the up and coming Meadowlark Builders located in Ann Arbor.

Today Meadowlark Builders has a long string of eco-conscious residential projects in its portfolio including several LEED-certified homes, and Vogel has had the opportunity to become a specialist in geothermal heating and cooling systems as well as home energy efficiency.

Last winter he decided to enroll in WCC's Heating Ventilation Air Conditioning and Refrigeration program to fill out the knowledge he'd already acquired on the job. "Even though I had experience with geothermal, I needed to get more of the basics. Washtenaw opened my eyes to a lot of things."

His goal now is to become a licensed mechanical contractor and a master plumber.

"Right now I want to learn as much as I can. I see many other people like me at WCC who work full time and take classes at night. I also know that for some people in this business, work is slow right now. That's a perfect time to learn new things and to better yourself."

The demand for energy-efficient housing keeps growing. In addition to installing systems in new and remodeled homes, Vogel's work includes more and more "energy upgrades" in which he boosts a home's energy efficiency with geothermal heating and cooling, solar- and wind-generated electric, high-efficiency insulation and windows, and high efficiency hot water. He estimates that the

pay back time for this type of upgrade is anywhere from 6 to 10 years.

"Our business is growing and thriving. I can see myself doing this for a long time," he says. **CF**

LLC

The Ultimate Shade of Green

Renovation strives for platinum LEED certification

With two buildings on campus already built to high standards for energy efficiency and environmental friendliness, WCC is now striving for the ultimate–a LEED platinum rating. The 30-year-old Occupational Education building which is home to trade programs such as automotive, welding and HVACR as well as health programs such as Radiography and Dental Assisting, is due for a renovation and it's going to be a milestone.

Renovations will begin in early 2010 that will turn the OE building into a showcase of energy efficiency and environmentally sustainable building practices. The changes that will qualify it for a LEED platinum certification include:

A vegetative green roof

Covering 60,000 sq. ft. of the building, this could become the second largest green roof in the state. Vegetative roofs do more than look cool. They insulate the structure, reducing the need for heating and cooling, reduce run-off, reduce the load on storm sewers, filter rainwater and absorb carbon from the atmosphere.

The intensive green roof planned for the OE renovation will consist of a reinforced structure, several inches of soil and a planting of sedum, a hardy, low-growing plant. Unlike a conventional roof with a lifespan of about 20 years, the vegetative roof is expected to last 50 years.

A geothermal heating and cooling system

Also known as a heat pump, geothermal systems rely on the even temperature of the earth to heat and cool buildings. In winter the system draws heat from deep below the ground to warm the building and in summer the same source is used to cool the building. Because geothermal systems use no fuel, they're inexpensive to run and produce no carbon emissions.

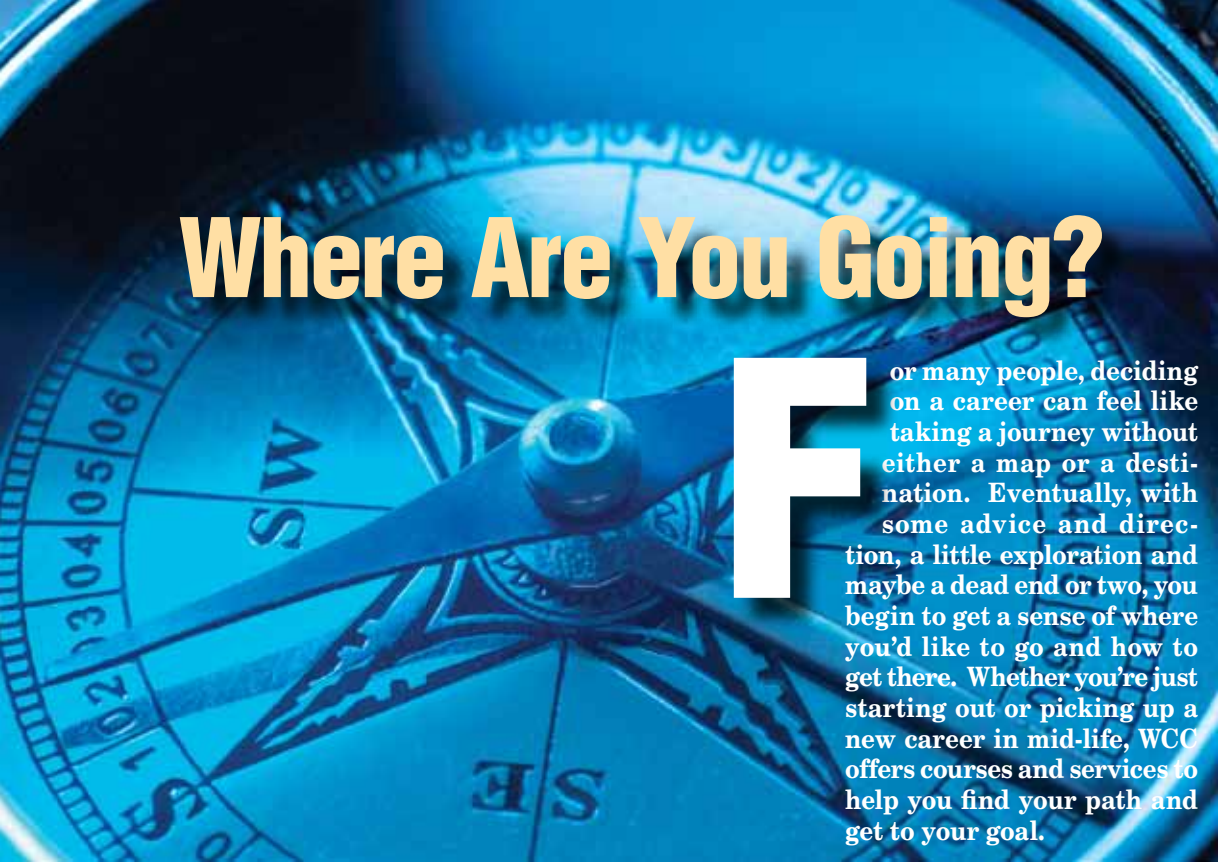
Additional energy saving features

Increased natural lighting provided by windows and solar tubes

Low flow, water-saving bathroom fixtures

Recycled and non-toxic building materials

attention to the reuse and recycling of scrap



Where Are You Going?

For many people, deciding on a career can feel like taking a journey without either a map or a destination. Eventually, with some advice and direction, a little exploration and maybe a dead end or two, you begin to get a sense of where you'd like to go and how to get there. Whether you're just starting out or picking up a new career in mid-life, WCC offers courses and services to help you find your path and get to your goal.

WCC Schools

Good advice and good resources are the best road maps. WCC's Counseling Career Planning and Employment Services can help you explore your options and get started on a plan of action. Academic advisors too, can help you choose the right classes for your goal.

WCC's 14 schools and 100-plus certificates and degree programs are some of the best vehicles around for taking you to your career destinations. In a year or less a certificate can get you into a job, in two years an associate's degree can move you a little farther along your career path, and transfering to a four-year college will take you even farther.

Map out your options by taking a look at the WCC Schools listing below. Visit the WCC CareerFocus Café Web site (www.careerfocsucafe.com/washtenaw) to research careers and trends. And when you're ready to plan your career road trip, visit www.wccnet.edu to find out how to enroll in classes. Call the Student Connection at 734-973-3543 for answers to your questions. CF

Washtenaw Community College | SCHOOL OF ADVANCED MANUFACTURING SYSTEMS

Whether your interest is in robotics, manufacturing or automation, the programs in the School of Advanced Manufacturing Systems will fit your needs. Maintain and troubleshoot the machines that make commercial goods by specializing in one or more aspects of the machining industry. Develop entry level or advanced skills in electronics, automation, industrial computing, fluid power, numerical controls or welding. Advanced specialization is also available in some of these areas.

National Median Salaries

Numerical Tool and Process Control Programmers–$46,360*

Automation

Are you looking for a career as a hydraulic technician, in robotics or an introduction to manufacturing engineering? Consider the field of Automation.

Automation Technology Certificate

Fluid Power Certificate

Automation Technology Associate in Applied Science

Electronics

Specialize in industrial electricity/electronics or computerized systems and programmable logic controllers. The field of Electronics is open to you.

Industrial Electronics Technology Certificate

Industrial Electronics Technology II Advanced Certificate

Machine Tool

Learn about machining operations through the production of parts using WCC's extensive machine tool laboratory.

Machine Tool Technology Certificate

Manufacturing

Develop skills needed to be a numerical control operator or utilize your imagination in the field of manufacturing. Innovation and lean manufacturing are important skills in the field of manufacturing.

Advanced Manufacturing Certificate

Numerical Control Programming Certificate

See the School of Advanced Manufacturing Systems Video

wccnet.edu/flashvideos

Other Options

Welding–See School of Construction Technology

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF APPRENTICESHIP STUDIES

Find a trade-related associate's degree program that builds on your unique set of skills while giving you the knowledge and skills needed to move into organizational leadership.

Apprenticeship Studies

Individualized programs that utilize earned certificates, apprenticeships and trade-related credits tailored to the needs of the student. The Occupational Studies degree offers the flexibility to combine certain certificate programs with general education courses and electives to develop an individualized Associate in Applied Science degree.

Apprentice Completion Certificate

Journeyman Industrial Associate in Applied Science

Occupational Studies Associate in Applied Science

United Association of Journeymen and Apprentices of the Plumbing and Pipefitting Industry of the United States and Canada

These programs are restricted to members of the United Association of Journeymen and Apprentices of the Plumbing and Pipefitting Industry of the United States and Canada.

Construction Supervision Certificate

Construction Supervision Associate in Applied Science

Construction Supervision Associate in Science

Industrial Training Associate in Applied Science

Industrial Training Associate in Science

Sustainable Technologies in HVACR Associate in Applied Science

**From U.S. Bureau of Labor Statistics. **From* Salary.com. *Salaries are representative of earnings as of June 2009. Earnings vary based on experience, education and location.*

Washtenaw Community College | SCHOOL OF AUTOMOTIVE AND MOTORCYCLE TECHNOLOGY

If you are looking for the best technical training in the automotive or motorcycle fields, WCC's School of Automotive and Motorcycle Technology is the place for you. Whether your focus is finding employment as a technician, learning about performance or creating a custom look, our intermediate and advanced certificate programs as well as associate's degrees will enhance your personal and professional qualifications. These programs offer the perfect blend of classroom and hands-on education not available in any other educational setting.

National Median Salaries

Automotive Body and Related Repairers–$39,950*

Automotive Service Technicians and Mechanics –$37,540*

Motorcycle Mechanics–$33,490*

Auto Body Repair

These certificates prepare the student for various positions in the auto body repair industry.

Auto Body Repair Certificate

Collision Repair Refinish Technician Advanced Certificate

Collision Repair Technician Advanced Certificate

Automotive Services

The automotive certificates prepare the student for work as an automotive technician, diagnosing and repairing malfunctions in automobile systems.

Automotive Mechanics Certificate

Automotive Services Technician Advanced Certificate

See the Auto Body Repair Video

wccnet.edu/flashvideos

Custom Cars & Concepts

Develop advanced skills in the customization of the auto body through the completion of these advanced certificates.

Custom Auto Body Technician Advanced Certificate

Custom Fabrication & Chassis Design Advanced Certificate

Motorcycle Service Technician

Prepare for a career as a motorcycle mechanic or build upon skills already developed.

Motorcycle Service Technology I Certificate

Motorcycle Service Technology II Advanced Certificate

Other Options:

Welding–See School of Construction Technology
Occupational Studies–See School of Apprenticeship Studies

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College is accredited by

The Higher Learning Commission of the
North Central Association
30 North LaSalle Street, Suite 2400, Chicago, IL 60602-2504
(312) 263-0456
www.ncahlc.org

For information on Washtenaw Community College, visit www.wccnet.edu, or call (734) 973-3300

Washtenaw Community College ADA/EEO/Title IX/Section 504 Compliance Statements

Washtenaw Community College does not discriminate on the basis of race, sex, color, religion, national origin, age, disability, height, weight, marital status or veteran status in provision of its educational programs and services or in employment opportunities and benefits. WCC is committed to compliance in all of its activities and services with the requirements of Title IX of the Educational Amendments of 1972, Public Act 453, Section 504 of the Rehabilitation Act of 1973, Title VII of the Civil Rights Act of 1964 as amended, Public Act 220, and the Americans with Disabilities Act of 1990.

Inquiries concerning programs and services under Title IX and Section 504, and the Americans with Disabilities Act should be directed to the Office of the Associate Vice President of Student Services, Room SC 275A, Student Center Building, 734-973-3536. Inquiries regarding compliance in employment should be directed to the College Affirmative Action Officer in the Office of Human Resource Management, Room 120, Business Education Building, 734-973-3497. Inquiries concerning access to facilities should be directed to the Director of Plant Operations, Plant Operations Building, 734-677-5300.

Title II Student Right to Know and Campus Security Act Compliance Statement

The Student Right to Know and Campus Security Act of 1990 is a federal law that mandates the disclosure by all institutions of higher education of the rates of graduation, the number of incidents of certain criminal offenses, and the default rate for student loans. The law also mandates that information be provided on the type of security provided on campus, the pertinent policies regarding security on campus, and policies that record and deal with alcohol and drug abuse. Washtenaw Community College is in full compliance with these provisions and provides the required information annually through college publications. Inquiries concerning the Student Right to Know and Campus Security Act should be directed to Washtenaw Community College, Office of the Associate Vice President of Student Services, Room SC 275A, Student Center Building, Ann Arbor, MI 48106 (telephone 734-973-3536).

WCC is a smoke-free campus.

Washtenaw Community College | SCHOOL OF BUSINESS AND ENTREPRENEURIAL STUDIES

Learn the fundamentals you will need to become a business leader or entrepreneur. These programs help you develop entry-level skills in various aspects of business. Whether your goal is to make your place in an existing industry or branch out on your own, these programs can provide the foundation for success.

National Median Salaries

Sales Representatives, Wholesale Manufacturing–$61,470*

Employment, Recruitment and Placement Specialists–$53,870*

Food Service Managers–$52,320*

First Line Supervisors/ Managers of Construction Trades and Extraction Workers–$61,280*

First Line Supervisors/ Managers of Mechanics, Installers, Repairers–$59,160*

Executive Secretaries or Administrative Assistants–$42,340*

Medical Secretaries–$30,800*

Entrepreneurship

Learn how to recognize market opportunities and plan a small business through completion of this certificate program.

Entrepreneurship Certificate

Business

Choose one or more areas in the field of business as you prepare for your future.

Business Sales and Marketing Certificate

Human Resource Management Certificate

Management Supervision Advanced Certificate

Management Supervision Associate in Applied Science

Accounting

Accounting and tax services, CPA firms and small businesses need employees with accounting skills. These programs can provide the skills needed for entry-level positions.

Accounting Certificate

Accounting Associate in Applied Science

Business Office Systems

Whether you are just starting out in an office or advancing to a high-level administrative or executive assistant position, these programs can help you achieve your goals.

Administrative Assistant I Certificate

Computer Software Applications Certificate

Medical Office Assistant Certificate

Administrative Assistant II Advanced Certificate

Administrative Assistant Technology Associate in Applied Science

Other Options

Business Associate in Art–See Transfer and University Parallel Programs
Occupational Studies–See School of Apprenticeship Studies

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL FOR CHILD CARE PROFESSIONALS

If you yearn to be involved in nurturing the next generation of young people, the School of Child Care Professionals is the place to begin. Gain the knowledge and skills required for state licensing and national childcare credentials while enjoying the personal experience of working directly with children.

National Median Salaries

Preschool Teachers–$26,610*

Child Care Professionals

Whether you are looking to care for children in a home-based center or a professional or school-based setting, these programs can prepare you for an entry-level position as a childcare professional.

Child Development Certificate

Child Care and Education Advanced Certificate

Child Care Professional Associate in Applied Science

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

**From U.S. Bureau of Labor Statistics. **From Salary.com. Salaries are representative of earnings as of June 2009. Earnings vary based on experience, education and location.*

Washtenaw Community College | SCHOOL OF CONSTRUCTION TECHNOLOGY

Become part of the growing global community of skilled trades professionals or skilled trades managers. Design, plan, construct and complete structures for your home or for your career. You can earn a certificate or degree in Residential Construction, Construction Management or Heating, Ventilation and Air Conditioning. These programs offer the perfect blend of classroom education and hands-on training. At the Henry S. Landau Design and Construction Training Center, you will be taught construction skills from the ground up. You can learn classic skills such as woodworking or modern techniques needed to maintain or improve your own structure. On the main campus, the HVACR program offers a wide range of training to equip high-end technicians with the knowledge and skills needed for successful entry into the field.

National Median Salaries

Construction Managers–$89,770*

Carpenters–42,940*

Heating, Air Conditioning and Refrigeration Mechanics–$42,240*

Welder, Cutter, Solderers or Brazers–$35,370*

Construction Management

Prepare for work in the construction management or property maintenance industries through the completion of these programs.

Commercial Property Maintenance Technology Advanced Certificate

Construction Management Associate in Art

HVACR

Whether you are working on residential or commercial equipment, these programs prepare you for a career in the heating, ventilation, air conditioning and refrigeration industry.

Heating, Ventilation, Air Conditioning and Refrigeration Residential Certificate

Heating, Ventilation, Air Conditioning and Refrigeration Commercial Advanced Certificate

Heating, Ventilation, Air Conditioning and Refrigeration Industrial Advanced Certificate

Heating, Ventilation, Air Conditioning and Refrigeration Associate in Applied Science

Residential Construction

If you want to learn basic construction, prepare to take the Michigan Builder's License exam or are considering starting a construction business, this is the place to start.

Residential Construction I Certificate

Cabinetmaking/Millwork Systems Technology Advanced Certificate

Residential Construction II Advanced Certificate

Residential Construction Associate in Science

See the Residential Construction Video
wccnet.edu/flashvideos

Welding and Fabrication

Learn skills from beginning welding to advanced fabrication for a career as a welding maintenance mechanic.

Welding Certificate

Welding Mechanics Advanced Certificate

Welding Associate in Applied Science

See the Welding Video
wccnet.edu/flashvideos

Other Options

Management Supervision Advanced Certificate–See School of Business and Entrepreneurial Studies

Management Supervision Associate in Applied Science–See School of Business and Entrepreneurial Studies

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF CRIMINAL JUSTICE AND LAW ENFORCEMENT

Students develop the skills and knowledge necessary for work in law enforcement and criminal justice. Completion of the Police Academy Certificate prepares the student to take the exam necessary for a career as a police officer.

National Median Salaries

Police and Sheriff Patrol Officers–$52,810*

Correctional Officers–$41,340*

Criminal Justice and Law Enforcement

The programs prepare the student for careers as a police officer or in criminal justice.

Police Academy Certificate

Criminal Justice/Law Enforcement Associate in Applied Science

See the School of Law Enforcement and Criminal Justice Video
wccnet.edu/flashvideos

Other Options

Criminal Justice Associate in Art–See Transfer and University Parallel Programs

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF CULINARY ARTS AND HOSPITALITY MANAGEMENT

Find your passion in food, friends and elegant surroundings. Develop skills for an entry-level position in restaurant, hospitality or institutional settings. Whether your interests lie in pastry and wedding cakes, food preparation and marketing or management of food service, these are the programs for you.

National Median Salaries

Food Service Managers–$50,320*

Chefs or Head Cooks–$42,410*

Culinary Arts and Hospitality Management

Develop the skills necessary for a career in the hospitality industry.

Baking and Pastry Certificate

Culinary Arts Certificate

Hospitality Management Certificate

Culinary and Hospitality Management Associate in Applied Science

See the Culinary Arts and Hospitality Management Video
wccnet.edu/flashvideos

Other Options

Management Supervision Advanced Certificate–See School of Business and Entrepreneurial Studies

Management Supervision Associate in Applied Science–See School of Business and Entrepreneurial Studies

Occupational Studies–See School of Apprenticeship Studies

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

What is the National Median Salary?

CareerFocus uses salary information from the U.S. Bureau of Labor Statistics and *Salary.com* unless noted otherwise. These figures represent the national midpoint earnings for each job description. This means that half the U.S. employees surveyed in a particular occupation earn less than this figure and half earn more.

Individual salaries vary based on the region, the size of the employer and the employee's education, experience and skill level. You can research your potential salary at *Salary.com*, *The Occupational Outlook Handbook* at the U.S. Bureau of Labor Statistics Web site (www.bls.gov) or by checking with professional organizations and local employers.

**From U.S. Bureau of Labor Statistics. **From* Salary.com. *Salaries are representative of earnings as of June 2009. Earnings vary based on experience, education and location.*

Washtenaw Community College | SCHOOL OF INFORMATION TECHNOLOGY

The School of Applied Information Technology gathers the diverse areas that make up the computer technology of today. From basic programming languages to systems development through networking, these programs provide the core of information technology. Develop skills in computer forensics or learn how to run a successful e-business. The growing field of applied information technology is waiting for you.

National Median Salaries

Web Designers–The middle 50 percent earn between $57,174 and $74,702**

Network Systems and Data Communications Analysts– $73,830*

Computer Programers–$73,470*

Java Developers–The middle 50 percent earn between 65,467 and $88,722**

Computer Systems Analysts –$78,830*

Network and Computer Systems Administrators –$73,830*

Internet Professional

Join the Web development industry through the completion of these certificates.

Web Technology Certificate

Web Application Developer Advanced Certificate

Web Graphic Design Advanced Certificate

Web User Experience Advanced Certificate

Networking

Develop and manage computer networks as a network administrator/engineer.

Computer Systems Technology Certificate

Computer Networking Academy I Advanced Certificate

Computer Networking Operating Systems I Advanced Certificate

Computer Networking Associate in Applied Science

Computer Networking Academy II Post Associate Certificate

Programming

Learn the foundation of computer programming or specialize in a programming language through these programs.

Foundations of Information Systems Certificate

C+ Programming Advanced Certificate

Programming in Java Advanced Certificate

Computer Security and Data Analysis

Become part of the growing field of computer system security and forensics.

Foundations of Computer Security Certificate

Foundations of Data Recovery and Analysis Advanced Certificate

Network Security Advanced Certificate

Data Recovery and Analysis Advanced Certificate

Computer Systems Security Associate in Applied Science

Data Recovery and Analysis Associate in Applied Science

See the Computer Security Video
wccnet.edu/flashvideos

Systems Development and Administration

Develop and manage computer systems and using universal operating systems.

Linux/Unix Systems I Certificate

Other Options

Internet Professional AA Degree–See Transfer and University Parallel Programs

Computer Science Transfer AS Degree, Information Systems Transfer AS Degree, Mathematics and Computer Science As Degree - See Transfer and University Parallel Programs

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF MUSIC AND PERFORMING ARTS

Students learn basic creative and performance skills in music, drama and dance and how they are applied in a professional setting. Whether you are exploring your own talents, coordinating the talents of others, or practicing the techniques you will need to make a living at your craft, the School of Music and Performing Arts provides the fundamentals you need.

National Median Salaries

Musicians or Singers–$28.28/hr*

Sound Engineering Technicians–$53,110*

Music and Performing Arts

Develop the skills for a career in music performance, engineering or production through these certificate programs.

Music Performance Certificate

Music Production/Engineering Certificate

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

See the School of Music and Performing ArtsVideo
wccnet.edu/flashvideos

Washtenaw Community College | SCHOOL OF NURSING AND HEALTH SCIENCES

Find your place in the growing field of healthcare. Whether your interest lies in the traditional field of nursing or the new program in physical therapist assistant, the School of Nursing and Health Sciences provides a variety programs designed to prepare students for entry-level positions in dental assisting, pharmacy technology, radiography, physical therapist assistant, nursing assistant or professional nursing.

National Median Salaries

Dental Assistants–$33,170*

Nursing Aides, Orderly or Attendants–$24,620*

Registered Nurses– $65,130*

Pharmacy Aides–$21,500*

Physical Therapist Assistants–$46,300*

Radiologic Technologists and Technicians–$53,230*

Dental Assisting

Prepare for a career as a certified dental assistant through the completion of this program.

Dental Assisting Certificate

Health Care Foundations

Uncertain of your specific career path in the field of health care? This certificate program can provide the essential basic skills to prepare for a specialized program.

Health Care Foundations Certificate

Nursing

Prepare for a career in a variety of health care settings through this certificate and associate in applied science degree program.

Nursing Assistant Skills Training Certificate of Completion
Nursing Transfer Associate in Applied Science
Registered Nursing Associate in Applied Science

See the School of Nursing and Health Sciences Video
wccnet.edu/flashvideos

Pharmacy Technology

Work with a professional pharmacist to meet the medication and customer service needs of individuals in a variety of settings.

Pharmacy Technology Certificate

Physical Therapist Assistant

Work with a physical therapist to provide selected services to patients with a wide variety of conditions.

Physical Therapist Assistant Associate in Applied Science

Radiography

Prepare for a career as a radiographer, operating various medical imaging equipment.
Radiography Associate in Applied Science

Other Options

Management Supervision Advanced Certificate–See School of Business and Entrepreneurial Studies
Occupational Studies–See School of Apprenticeship Studies

**From U.S. Bureau of Labor Statistics. **From Salary.com. Salaries are representative of earnings as of June 2009. Earnings vary based on experience, education and location.*

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF PROFESSIONAL COMMUNICATION

We live in an age of communication. The School of Applied Communication is here to serve those who want to develop skills in radio broadcast, technical writing or in print and online journalism.

National Median Salaries

Radio and Television Announcers–$40,410*

Reporters and Correspondents–$33,470 *

Technical Writers–$58,050*

Writers and Authors–$64,560*

Broadcast Arts

Prepare to transfer to a four-year school or begin a career in radio and/or other forms of broadcast arts.

Broadcast Arts Associate in Art

Professional Writing

Provides a foundation for beginning writing or to undertake advanced studies at a four-year institution.

Technical Writing Associate in Science Degree

Technical Writing

Provides a foundation for beginning writing or to undertake advanced studies at a four-year institution.

Technical Writing Certificate

Technical Writing Associate in Arts Degree

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | SCHOOL OF VISUAL ARTS

The eyes say it all in the School of Visual Arts. From the classics of photography and graphic design to the developing fields of digital video and 3-D animation, students can learn a variety of skills leading to multiple career options.

National Median Salaries

Multi-Media Artists and Animators–$62,380

Television, Video or Motion Picture Camera Operators–$47,710*

Film and Video Editors–$62,500

Graphic Designers–$46,750*

Art Directors–$88,510*

Photographers–$35,640*

3-D Animation

Learn the basics of three dimensional animation used in videos, games and on the Web. This degree will prepare you for an entry-level position in digital modeling and animation.

3-D Animation Associate in Applied Science

Digital Video

Complete these programs to learn how to create digitized video productions for the Web and other presentation forms.

Digital Video Film Production Certificate

Digital Video Production Associate in Art

See the Photography Video

wccnet.edu/flashvideos

Graphic Design

From the foundations of visual communication through production techniques, this field allows you to utilize your creative and artistic abilities.

Graphic Design Certificate

Graphic Design Associate in Applied Science

Photography

Develop skills in composition, processing and presentation needed for a satisfying career in professional photography or as a means of personal expression.

Photographic Imaging Certificate

Photographic Technology Associate in Applied Science

Planning to transfer? Talk to a WCC counselor about the college's wide range of transfer and articulation agreements with four-year institutions.

Washtenaw Community College | TRANSFER AND UNIV PARALLEL PROGRAM

If your goal is to continue your education toward a baccalaureate degree, then the Transfer and University Parallel programs is the track for you. Complete the first two years of study in a supportive environment with small classes and personal attention.

National Median Salaries

Accountants or Auditors–$65,840

Wholesale and Retail Buyers –$55,540*

Administrative Services Managers–$79,500

Kindergarten, Elementary, Middle, and Secondary School Teachers–from $49,770 to $54,390*

Engineers–from $72,850 to $119,140*

Physicians or Surgeons–from $153,370 to $206,770*

Social Workers–$46,220

Business

Designed for students who intend to transfer into a four-year school program in business.

Business Associate in Art

Computer Science

Provides a foundation in computer science or business information systems.

Computer Science Associate in Science

Information Systems Associate in Science

Math and Science Associate in Science

Criminal Justice

This program prepares you for a career in law enforcement, the courts or corrections.

Criminal Justice Associate in Art

Education

These programs offer the first two years of instruction required to become a certified teacher in the state of Michigan.

Elementary Education Associate in Art

Secondary Education Associate in Art

Exercise Science

This program prepares the student for further study in areas of exercise science.

Exercise Science Associate in Science

Internet Professional

These programs prepare you to join the Web development industry.

Internet Professional Associate in Art

Liberal Arts Transfer

This program of study can be individualized to meet your needs or the requirements of the transfer college or university.

Liberal Arts Transfer Associate in Art

Math and Science

Learn more about math and science, prepare for careers in engineering, physics, medicine or medical research.

General Studies in Math and Natural Science Associate in Science

Math and Science Associate in Science

Pre-Engineering/Physics Associate in Science

**From U.S. Bureau of Labor Statistics. **From* Salary.com. *Salaries are representative of earnings as of June 2009. Earnings vary based on experience, education and location.*

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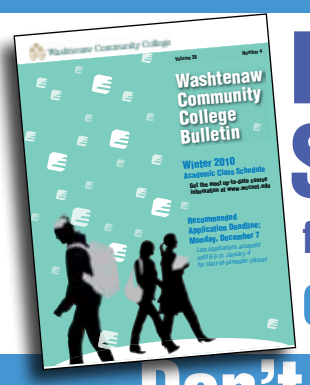

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for new students.

Classes start Jan. 11

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Pay the day of registration after December 10

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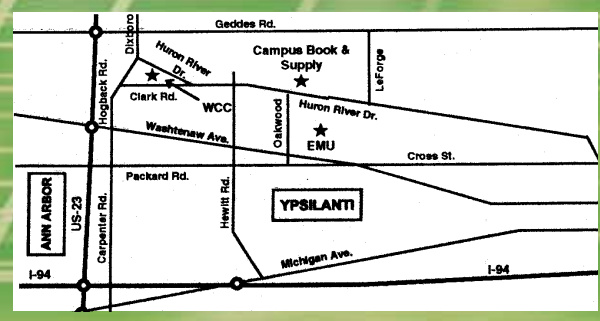

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Deidre Griffin,
WCC accounting student

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Eliyahu Gurfinkel
former photojournalist with the now closed Ann Arbor News

Students who have been helped by the WCC Foundation through a scholarship.

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For more information call **(734) 973-3665**
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WCC Foundation

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